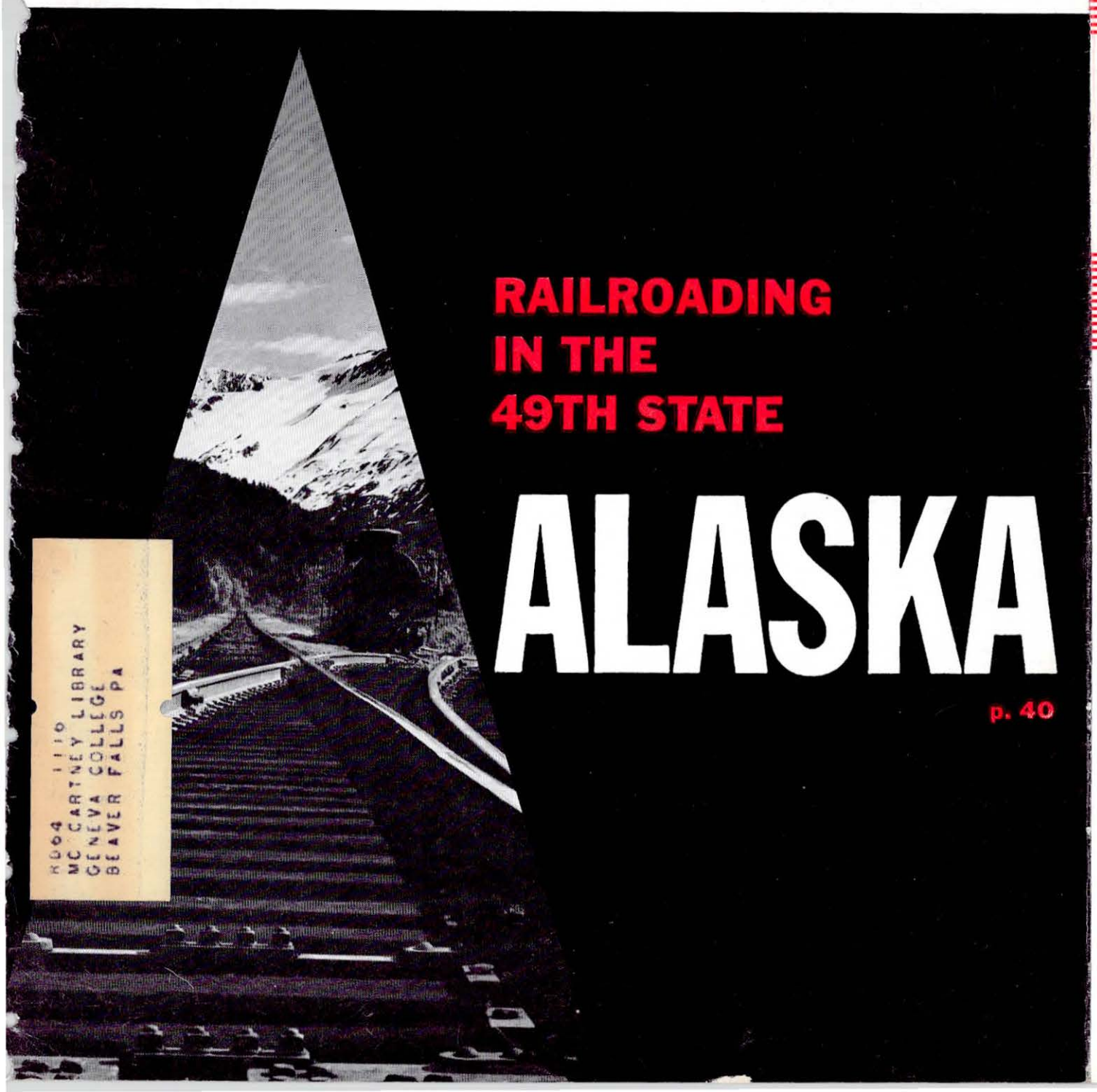
FREIGHT TRAFFIC ISSUE

Milwaukee Road uses blitz tactics in **freight sales** campaign . . . . . p. 28

McCARTNEY LIBRARY
GENEVA COLLEGE

April 27, 1964

RAILWAY AGE WEEKLY



RAILROADING IN THE 49TH STATE

ALASKA

p. 40

R064 1110
MC CARTNEY LIBRARY
GENEVA COLLEGE
BEAVER FALLS PA

NATIONAL 3C* GLIDING SILL

SHOCK ABSORPTION

The most successful shock absorption device now becomes the most versatile cushion underframe available anywhere

3C GLIDING SILL
now supplied in three forms:

1. **Complete Assembly**
2. **Car Builders' Package**
3. **Hydraulic Unit Only**

NATIONAL CASTINGS COMPANY

moving ahead fast... to keep you competitive

NATIONAL 3C* GLIDING SILL

20" TRAVEL

the minimum travel for most effective cushioning

24" TRAVEL

the maximum needed to provide all cushioning necessary

CHECK THESE DESIGN ADVANTAGES

Dampening action on the return-to-normal motion of sliding sill.

Polyurethane seals around piston for tight oil seal.
No need for maintenance-prone flexing boots.

Long-life brass wiper removes abrasive dirt from piston guide, keeps hydraulic fluid uncontaminated.

Inspection window for visual checking of hydraulic oil level.

National 3C, the most successful cushion underframe, now becomes the most versatile, too.

If you want long travel, specify National 3C with 24 inches travel, the maximum needed to provide all cushioning necessary under any impact conditions. If you lean to short travel, specify National 3C with 20 inches travel, the minimum for most effective cushioning.

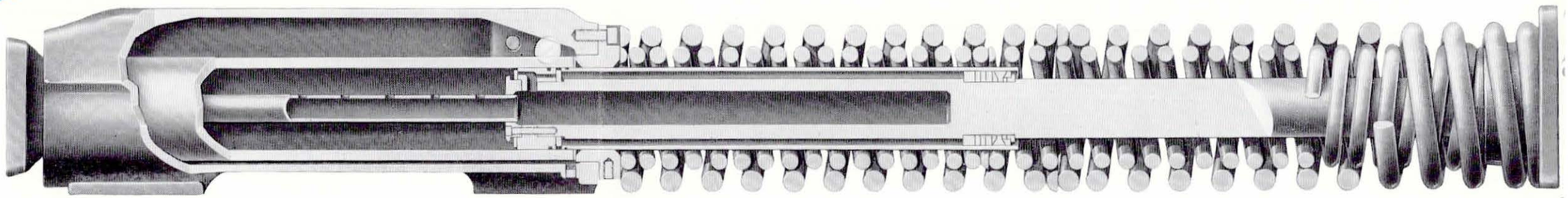
Either with 24 or 20 inches travel, National 3C can be supplied as a complete assembly, as a car builders' package, or as an hydraulic unit only.

With this versatility, there's no longer any need to put off equipping your cars with cushioned underframes. Specify National 3C Gliding Sills. One of the three forms in which they are now available is just made to order for your own particular application. *Your National representative is waiting to show you how to put a stop to damage claims — permanently, inexpensively.*

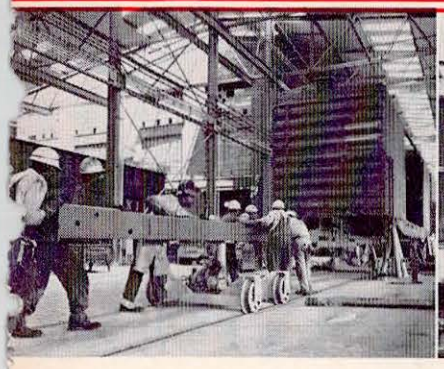
***Cushioned Cargo Car that Cuts Cargo Claims**

NATIONAL CASTINGS COMPANY

moving ahead fast...
to keep you competitive



SPECIFY NATIONAL 3C* GLIDING SILL

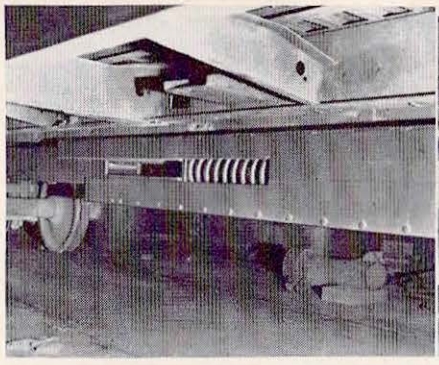


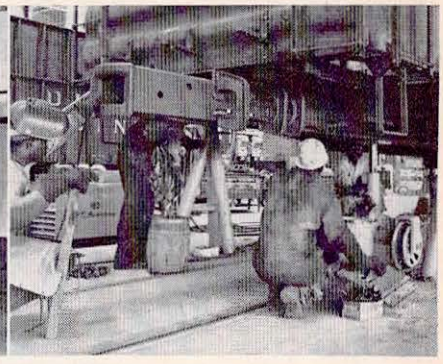
*for all new freight cars

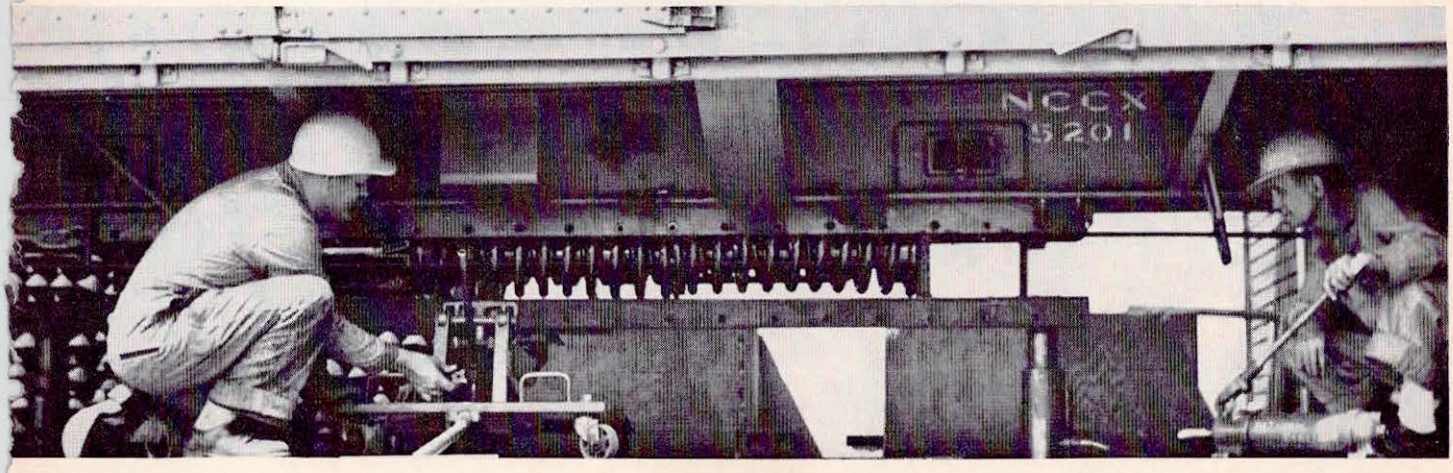
*to upgrade existing cars

installs quickly, easily

National 3C can be installed in any car. No special tools or knowledge are required. National provides full information through its representatives.







GEARED TO PROGRESS P R I MEMBER

Transportation Products Division
Cleveland, Ohio 44106

International Division
Cleveland, Ohio 44106

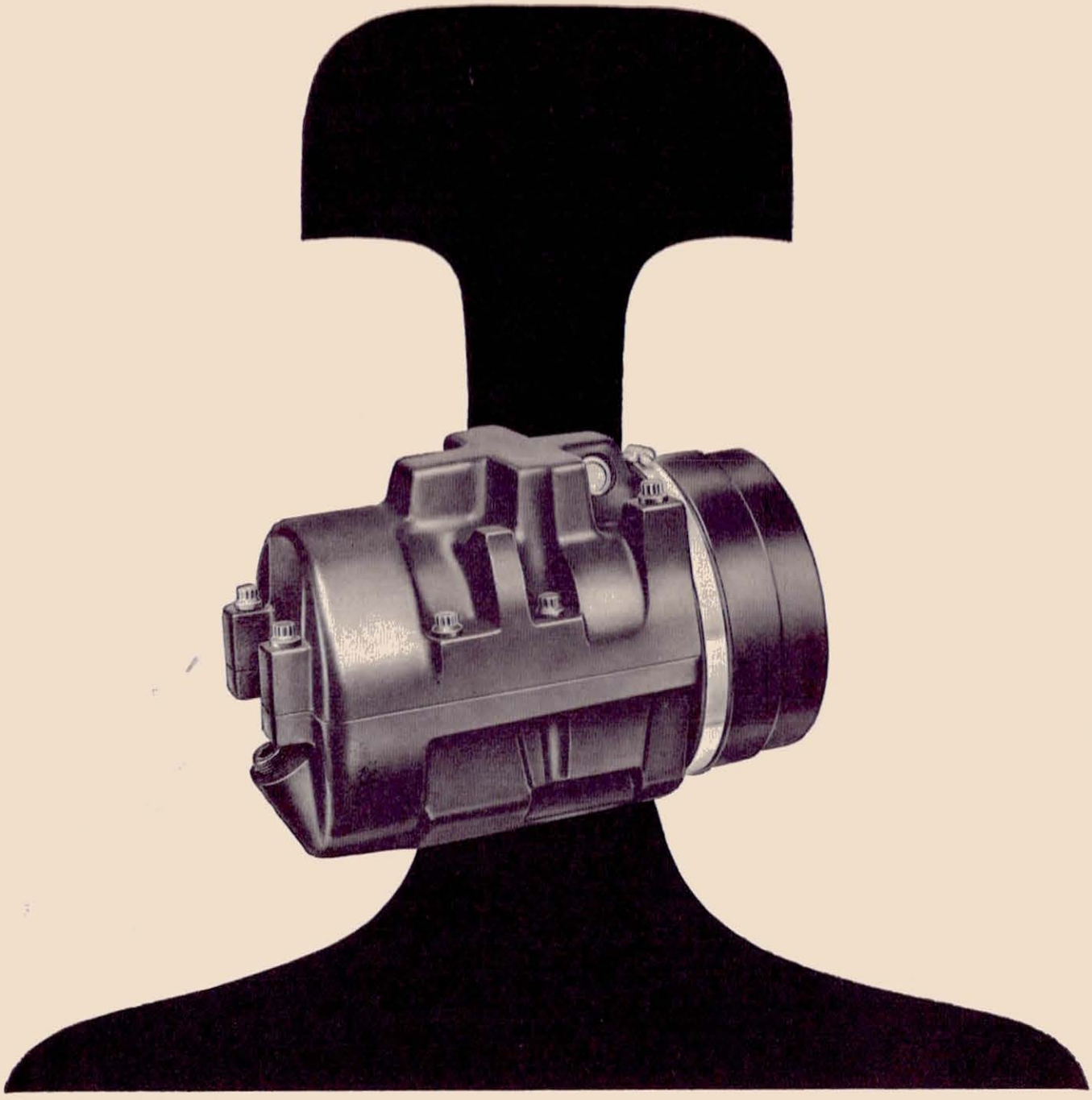
National Castings Company of Canada, Ltd.
66 Portland St., Toronto 28, Ontario

NATIONAL CASTINGS COMPANY

moving ahead fast... to keep you competitive

3C GLIDING SILL • COUPLERS AND ROTARY COUPLERS • TLC TIGHTLOCK COUPLERS • YOKES • DRAFT GEARS • FREIGHT TRUCKS • JOURNAL BOXES • ROLLER BEARING ADAPTERS • SPEEDLOADER CONTAINER HANDLING SYSTEM

1331-A



Clevite's Controlled Lateral Motion = Free Truck Action

Clevite has the only journal bearing cartridge made with engineered lateral motion. This means that Clevite-equipped trucks have just the right amount of freedom to function safely and efficiently—even on the new, high-capacity, longer cars with extended couplers. A new Clevite Cartridge costs 20% less than roller bearing types, and can be fully renewed for only ½ its original cost. This is the journal bearing that can cut your operating costs from many angles—but only when you begin using it. We know you'll want to discuss these cost-saving features with our sales representative on his next call. Clevite Corporation, Cleveland Graphite Bronze Division, 17000 St. Clair Ave., Cleveland 10, Ohio.

CLEVITE
CORPORATION

Editorial Staff

• Editorial and Executive Offices
New York, N. Y. 10007, 30 Church St.

AMES G. LYNE, Editor
OBERT G. LEWIS, Publisher
ITHER S. MLLER, Executive Editor

Managing Editor .....Fred C. Miles
raffic-Transportation .....G. C. Hudson
ews Editor .....Edward F. Donlon
ransit Editor .....Joseph Asher
Mechanical
C. L. Combes F. N. Houser, Jr.
ignaling & Communications
Robert W. McKnight
ditorial Director .....George Dusenbury
t Director .....Joel Petrower
ditorial Assistant .....June Meyer
Director of Research .....J. W. Milliken
ibrarian .....Edith C. Stone

Chicago, Ill. 60602, 22 W. Madison St.
OHN D. MITROS GUS WELTY
astern Editor Senior Editor

Mechanical .....Norman E. Gillespie
ngineering .....M. H. Dick
R. E. Dove E. W. Hodgkins, Jr.
urchases & Stores .....William V. Tuite
litorial Assistant .....Wanda Brown

Washington, D. C. 20004, National Press Bldg.
Washington Editor .....Walter J. Taft

London, W. 1, England 63/65 Piccadilly
nternational Editors
Geoffrey Wilson Paul Goldsack

•

OE W. KIZZIA, Consulting Editor

ailway Age, established in 1856, is indexed by e Business Periodicals Index, the Engineering In- ex Service and the Public Affairs Information Ser- e. Name registered in U.S. Patent Office and de Mark Office in Canada.

ublished weekly, except the last week of Decem- er, by the Simmons-Boardman Publishing Corpo- ition at 440 Boston Post Road, Orange, Conn.

ilroad employees' subscription rate: U. S. pos- essions, Canada and Mexico, $6 one year, $8 two ears, payable in advance and postage paid. To ilroad employees elsewhere in the western hem- here, $10 a year. In other countries, $15 a year. ngle copies 60¢ except special issues. Address all ubscriptions, changes of address and correspond- nce concerning them to: Subscription Dept., Rail- ay Age, Emmett St., Bristol, Conn.
hange of address should reach us three weeks in dvance of next issue date. Send old address with w, enclosing, if possible, your address label. Post ffice will not forward copies unless you provide xtra postage.

irculation Dept.: Robert H. Lash, Director of Circu- ion, John Rogers, Circulation Manager, 30 hurch St., New York, N. Y. 10007. POSTMASTER— ND FORM 3579 TO EMMETT ST., BRISTOL, CONN.
Printed at the Wilson H. Lee Co., Orange, Conn. econd-class postage paid at Orange, Conn. and additional mailing offices.

RAILWAY AGE WEEK AT A GLANCE

April 27, 1964 • Vol. 156, No. 16

Ops' settlement—a major win for LBJ

Both rail management and labor are expected to benefit from the long-awaited settlement of the work-rules dispute **p.11**

N&W presses for PRR stock sale

N&W wants the PRR to sell its N&W stock now to clear the way for the proposed N&W-NKP-Wabash merger **p.22**

Milwaukee's 'blitz' tactics boost sales

A special freight sales campaign in the Chicago area recaptured a sizeable amount of traffic from the highways **p.28**

Railroading in the 49th state

New sea-rail connections help the Alaska Railroad provide cheaper, faster transport for its developing state **p.40**

Shippers tell how to fight damage

The most important, but not the only, step toward cutting loss and damage is better education of railway personnel **p.48**

GN to begin $800,000 line job

The third phase of a $5.75-million line-relocation project is set to get under way this spring **p.52**

Transport bill down, but not out

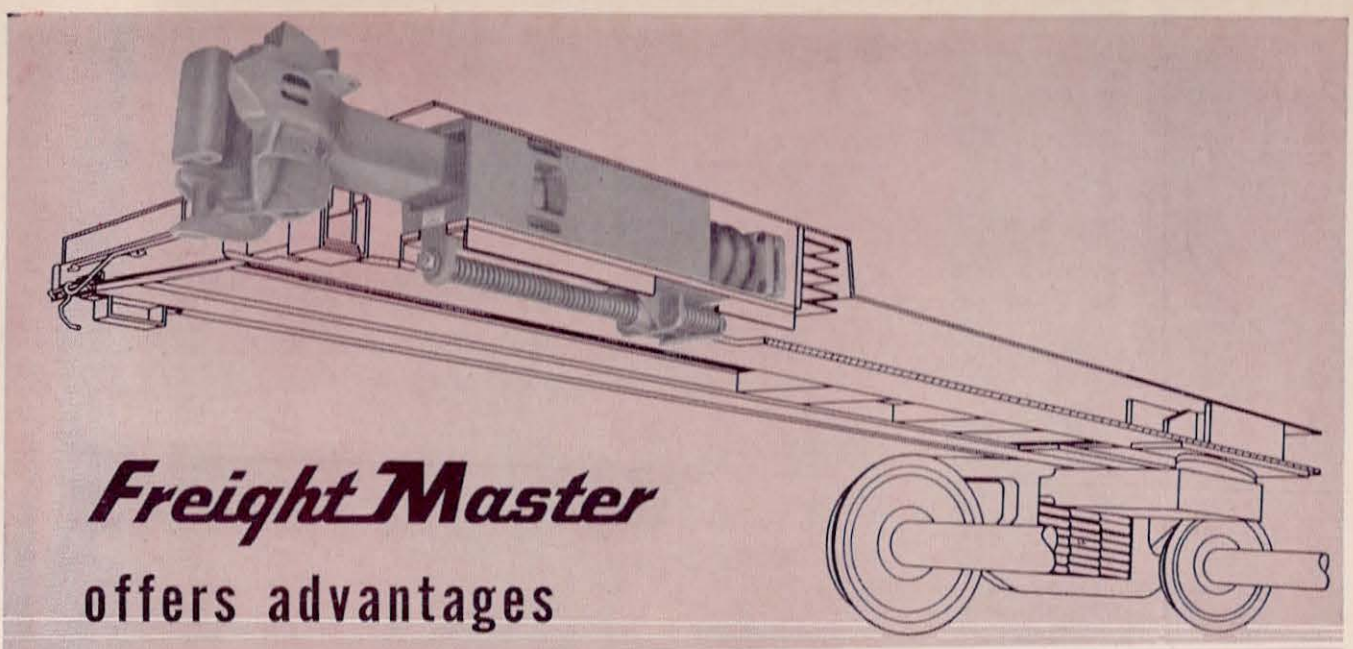
Backers of HR 9903 are ready for another round in the battle to get this vital legislation passed **p.66**

The Action Page—What kind of intervention?

Why handle labor disputes by 'emergency' methods when court and commission procedures could deal with them? **p.86**

Departments

Current Questions	74	Railroading After Hours	32
Dividends Declared	72	Railway Market	81
Freight Carloadings	81	Short and Significant	7
Industrial Traffic	71	Supply Trade	71
Letters from Readers	72	The Action Page	86
Monday Morning Report	8	Traffic Poll	48
New Equipment	81	Watching Washington	12
New Products Report	63	You Ought to Know	82
People in the News	67		



FreightMaster offers advantages of protecting both lading and car structures

Most hydraulic cushioning systems reduce freight claims caused by impact damage. We feel, however, that a cushioning system should do more than that. For example:

FreightMaster helps protect car structures – FreightMaster-cushioned cars absorb draft or buff shock forces in the two independent FreightMaster units at either end of the car. All car components, *including the center sill,* are protected by the hydraulic action of the FreightMasters.

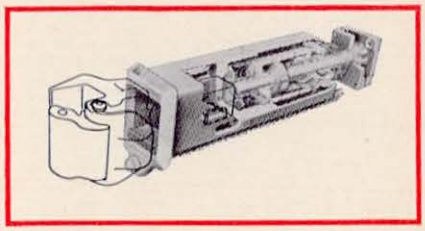
FreightMaster helps protect adjoining cars – Since the two FreightMaster units in each cushioned car react independently, almost 100% of their cushioning effect is also evident in the two cars coupled to the FreightMaster cushioned car.

FreightMaster is unaffected by car camber – End-of-car location of the FreightMaster units permits any degree of car camber without lessening cushioning effectiveness or influencing operation of the cushioning system.

FreightMaster cushions old and new cars alike – FreightMasters can be installed in almost any type of old or new car with either standard or special center sill. The job can be done easily and inexpensively, using standard castings and normal carbuilders' tolerances.

FreightMaster requires no periodic maintenance – Each FreightMaster is sealed at the factory with a permanent supply of hydraulic fluid and requires no further addition of fluid in the field. The exposed shaft is protected with a sealed neoprene bellows to eliminate dust and corrosion on the shaft which could result in damage to the hydraulic seals. The thousands of FreightMaster units now being used have required virtually no maintenance.

Make the move to FreightMaster – Your claims will be smaller, your cars will last longer, and your customers will stay happier! Write today for the full FreightMaster story.



FreightMaster®

END-OF-CAR HYDRAULIC CUSHIONING DEVICES

424 W. Vickery Boulevard • Fort Worth, Texas (817) ED 5-3046 • A DIVISION OF Halliburton COMPANY

SHORT AND SIGNIFICANT

User charges bill goes to Congress

The Administration has transmitted to Congress its proposed Airway and Waterway User Tax Act. Recommended user charges for waterways would be two cents a gallon on fuels used in vessels with a maximum draft of 15 feet or less. For the airways, new taxes proposed are two cents a gallon on jet fuel; a new 5% tax on amounts paid for transportation of property by air; and an additional tax of one cent a gallon on fuel used in other than commercial aviation. Secretary of the Treasury Dillon said, in transmitting the bill: "These charges are intended to recoup part of the costs of the Federal expenditures for airways and waterways from the individuals and businesses making use of the facilities."

●

Car orders up sharply

Orders for new freight cars are running substantially ahead of year-ago figures. In the first three months of 1964, commercial builders and company shops pocketed orders for 22,366 new cars; in 1963's first quarter the total was 15,582. For calendar 1963, orders topped the 60,000 mark. The total for this year is still anybody's guess; estimates range between 60,000 and 100,000.

●

C&O-B&O seek affiliation with Western Maryland

The boards of directors of the Chesapeake and Ohio and Baltimore & Ohio announced that they will seek affiliation with the Western Maryland, in which they own a majority of the voting stock. B&O's holdings alone equal 43% of the total, but are held in an independent voting trust, termination of which would require ICC approval.

●

U.S. diesel-hydraulics nearing completion

First mainline diesel-hydraulic locomotives to be manufactured in the U.S. will come off an Alco line this summer, Alco Chairman William G. Miller told stockholders at New York April 21. "Several U.S. railroads" have shown interest in the 4,300-hp unit, according to Alco's annual report, "because it is designed both for high-speed traffic and for hauling larger tonnages over steep grades compared to existing models, and because it holds the prospect of lower operating and maintenance costs."

●

CP extends incentive rates

Canadian Pacific has widened the application of its freight incentive rates. Under the new plan, shippers in Ontario and Quebec are offered rate cuts up to 53% for increasing over-all carload weight. Bulk shipments and commodities requiring special handling are not included. CP has also published export and import rates via Montreal that are patterned on the incentive freight rates.

●

Linde builds space-age tank cars for NASA

Union Carbide's Linde Division is custom-engineering four jumbo railroad tank cars for the National Aeronautics and Space Administration. The cars will serve both as liquefied hydrogen transport equipment and as test-run tankage to be operated remotely at NASA rocket engine and missile testing facilities. Capacity of the dual-purpose cars will be more than 34,000 gallons, over-all length is 88 feet.

MONDAY MORNING REPORT

Work rules: biggest triumph for LBJ?

Railroads and operating brotherhoods this week will be sitting down to sort out the pieces—the pros and cons for each side—from last week's forced-draft, 13-day settlement of a crisis-ridden, 4½-year-old labor dispute. On the basis of the principles for agreement laid down during the intensive bargaining, both the carriers and the ops appear to show gains—but in the absolute, the biggest victory seems to belong to President Lyndon Johnson.

Improved bargaining atmosphere noted

Labor relations in the industry, however, could eventually be the major beneficiary of the events of the past three weeks. There is hope for a new atmosphere. Management leaders talked of a greater spirit of cooperation shown by union chiefs, once the White House talks got under way. Labor spokesmen were equally ready to play up the carriers' attitude in the bargaining. Admittedly, it took crisis—the April 8 Illinois Central strike and a threatened April 10 nationwide walkout—to bring negotiations to a head. Admittedly, too, there was powerful force exerted by the President, through his own statements and through the 5-man team of mediators he put to work on the case. But both sides, in the end, had to agree if there was to be an easing of tension. And agree they did.

Accurate assessment—a long way off

Many months will pass before railroads and brotherhoods alike can really determine the impact of settlement. Contract language must be written. Agreements must be ratified by the organizations. And, of course, there is still the matter of the unions' Supreme Court appeal from the fireman-off and crew-consist arbitration award. A ruling is expected imminently—perhaps this week—and this, coupled with the eventual settlement of the secondary issues, will provide the final measure of accomplishment for both sides in the long, often bitter rules case.

New trouble around the corner?

In the meantime, there is work to be done elsewhere on the management-labor front—and negotiators have thus far been unable to halt a march toward deadlock in several disputes. The Signalmen are unhappy with an emergency-board report, for example. Shopcraft organizations and the carriers are in emergency-board proceedings now in one phase of a three-part dispute involving the non-ops. Shopcraft unions are set to take a strike vote on a second phase of the case. And, while the agreement in Washington last week put the ops' rules case on its way to closing, two of the five unions involved—the Engineers and Firemen—still have wage, health-and-welfare and supplemental-pension demands on the table. The BLE, asking a $40 minimum day, is calling for on-property talks on two roads (Northern Pacific and Missouri Pacific) and will probably take the same course with other carriers. The BLF&E, demanding a 25% wage hike, has asked for mediation.

Improved attitudes: Will they last?

Thus, the soothing effect of agreement on the ops' rules dispute could be shortlived. But the attitudes displayed during those 13 days in Washington can only lead to hope that it won't be.

First significant breakthru in the pressure treatment of lumber and plywood!!

The revolutionary CELLON* wood-preserving process packs pentachlorophenol crystals throughout every cell of the treated wood. It's the only process today that provides complete penetration, including the heartwood. In just eight pressurized hours, the permanent preservative is locked in and the product emerges dry. Leaching is impossible. Applicable for almost any wood or wood product, the CELLON* treatment opens the door to a wide variety of applications never before possible with wood. Practically every wood element in a structure can now be pressure-treated, even to exposed beams, cabinets or hardwood floors.

COMPARISON OF CELLON* TREATMENT TO OTHERS

	CELLON*	Creosote	Water Soluble Salts	Penta in Oil
99% penetration	√			
Colorless	√			
Treat any wood	√			
Odorless	√		√	
Weightless	√			
No leaching	√		√	
Dry treatment	√			
Non-swelling	√	√		√
Easily fabricated	√		√	
Paintable	√		√	
Water repellency	√	√		√
Submerged saltwater use		√		
Termite resistant	√	√	√	√

*Koppers Company, Inc. trademark

ALGER-SULLIVAN COMPANY

FOR MORE INFORMATION, WRITE OR CALL AREA CODE 305-256-3456, CENTURY, FLORIDA

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

• **CASUAL FILING OF TARIFFS** proposing rate changes which are subsequently withdrawn or left undefended, has been condemned by Commissioner Freas of the ICC. Mr. Freas is the Commission's senior member on the years-of-service basis, and he is recognized as one of its experts on rate matters. His complaint came in a recent address to a "Traffic Managers Clinic" in Los Angeles. It embodied a warning that the casual-filing practice could result in tightened filing rules. The warning cited a recommendation of the Administrative Conference of the United States which seeks to reduce the number, scope and duration of rate proceedings. The proposed reductions would be brought about by a requirement that each filing of general importance be supported by detailed data justifying it. The Commissioner advised that "one way to head off such a burden upon all of us is to avoid advocating a position for which there is no sound justification."

COMMISSIONER FREAS supported his complaint with a bill of particulars giving figures on what happens to controversial rate proposals—most of them filed by truckers, although many railroad tariffs are also involved. The figures showed that about 10% of protested schedules were canceled prior to action by the Commission's Suspension Board. Of the rate schedules suspended, more than 50% of those assigned for oral hearing were dismissed or discontinued before the hearing stage was reached. And over 80% of those assigned for modified procedure got like treatment before the proposed-report stage.

THAT MEANS, as Mr. Freas put it, that in 74% of the cases involving suspended schedules, the carriers publishing them "become convinced at some stage prior to a report that they cannot succeed." The Commissioner went on to say that "this abortion of the administrative process plays havoc with the oral hearing docket, results in waste of time and money, and often greatly inconveniences both the opposition and the Commission."

THE SITUATION "cries for remedy," Mr. Freas also said. As a big step in the right direction, he suggests that no schedule likely to be protested should be filed unless there has been consideration of its lawfulness on the basis of "hard facts." The Commissioner emphasized that he was not thus advocating that new rates should not be filed unless there is an open and shut case. "I do advocate that they should not be filed when the opposition will have an open and shut case," he explained.

ANOTHER WARNING from Commissioner Freas related to deregulation proposals. He referred specifically to the late President Kennedy's call for the ending of minimum-rate regulation for the transportation of commodities in bulk and agricultural products.

THE COMMISSION is unanimous in its opposition to this Kennedy proposal. Mr. Freas joined in that opposition but he suggested, nevertheless, that the lesson taught by enactment of the minimum-rate proposal might be compensation "for the havoc it would play." This suggestion, made public by Mr. Freas for the first time, was from a two-year-old memorandum of his. It went on to say: "When all carriers, including especially the rails who now clamor for unfettered 'freedom,' start hollering 'uncle,' the experiment can be terminated."

the railroads' original demand (watered down later by acceptance of the Presidential Commission's recommendations) was that they no longer be forced to have idle stand-by operating employees assigned to self-propelled equipment in maintenance, repair, construction or inspection work.

The settlement provided for a new rule which, as the mediators summarized it, "reduced the number of employees that will be used." They also said this issue was resolved substantially in accord with what the railroads offered to take.

Wage structure. The management demand here called for reopening of the present 100-mile basis generally applicable to ops in road service. The settlement called for withdrawal of this demand, and BLE's Davidson called this "chief among the gains" which the agreement gave the employees. Meanwhile, however, the settlement does provide that any op wage increases from now until Jan. 1, 1968, will be limited to basic hourly rates and will not apply to mileage rates.

There will also be what the government officials called an "inequity adjustment" for yard employees. This will give yard foremen and yard helpers raises of 12 cents per hour and 8 cents per hour, respectively, and provide "commensurate" increases for other yard employees. A spokesman for the Labor Department explained that this was responsive to long-standing "inequity claims," and that it is designed primarily to give the hourly-rated employees a more favorable relationship to the mileage-rated group. The spokesman also said that half of the ops would benefit. Union demands for night-shift differentials and for punitive overtime for mileage-rated employees, were withdrawn.

Combination of road and yard work. This was described by the mediators as the most important railroad demand. As an AAR background statement summarized it, management's original proposal sought "to eliminate the rigid jurisdictional walls—costing an unnecessary $36 million annually—that bar road crews from working in yards and yard crews from doing road work." But the carriers accepted Presidential Commission and Emergency-Board recommendations which gave them less than they asked and the mediators characterized the settlement as being "largely on the basis of the carriers' last offer."

The settlement was finally reached at 4:45 P.M., April 22, when management representatives accepted it at a White House meeting attended by President Johnson. The union representatives accepted the previous day. ■

First significant breakthru in the pressure treatment of lumber and plywood!!

The revolutionary CELLON* wood-preserving process packs pentachlorophenol crystals throughout every cell of the treated wood. It's the only process today that provides complete penetration, including the heartwood. In just eight pressurized hours, the permanent preservative is locked in and the product emerges dry. Leaching is impossible. Applicable for almost any wood or wood product, the CELLON* treatment opens the door to a wide variety of applications never before possible with wood. Practically every wood element in a structure can now be pressure-treated, even to exposed beams, cabinets or hardwood floors.

COMPARISON OF CELLON* TREATMENT TO OTHERS

	CELLON*	Creosote	Water Soluble Salts	Penta in Oil
99% penetration	√			
Colorless	√			
Treat any wood	√			
Odorless	√		√	
Weightless	√			
No leaching	√		√	
Dry treatment	√			
Non-swelling	√	√		√
Easily fabricated	√		√	
Paintable	√		√	
Water repellency	√	√		√
Submerged saltwater use		√		
Termite resistant	√	√	√	√

*Koppers Company, Inc. trademark

ALGER-SULLIVAN COMPANY

FOR MORE INFORMATION, WRITE OR CALL AREA CODE 305-256-3456, CENTURY, FLORIDA

Call ALCO by 10 A.M. We'll ship your liners and wear plates by 5.

Right off the shelf from one of our 5 coast-to-coast warehouses.

All kinds of pressed steel liners and wear plates to prolong the life of the costly machined assemblies and castings on all your rolling stock.

Every ALCO liner and wear plate is heat treated for maximum hardness and strength.

Manufactured to the closest tolerances.

And supplied to you with any surface finish you need. Polished. Smooth. Or shot blasted and buffed.

In high-carbon, -manganese or any other alloy steels.

Tested in our own metallurgical laboratories for quality, uniformity, and strength.

Always in stock and shipped in the quantities you need when you need them.

ALCO's "Turn Around Service" reduces your downtime. And cuts your operating costs.

More information? Ask for Bulletin SF-2107, or . . .

Call ALCO. North Bergen, N. J.: 212 LO 4-1589 or 201 UN 5-0434. Latrobe, Pa.: 412 KE 7-7731. Chicago Heights, Ill.: 312 SK 5-0439. St. Louis, Mo.: 314 FL 1-8810. Los Angeles, Calif.: 213 RA 3-8741.

ALCO

ALCO PRODUCTS, INC., GERTRUDE ST., LATROBE, PA.

Ops' settlement called major win for President

Both the carriers and unions had high praise for Mr. Johnson's handling of the work-rules dispute. Settlement of the controversy is being hailed as a much-needed booster for employee morale and the rebirth of a spirit of cooperation between rail management and labor.

Last week's settlement of the five-year-old "featherbedding" case is being hailed generally as a major victory for President Johnson. The President announced it to a nationwide radio and television audience, saying terms of the agreement "are just and are fair."

The settlement came April 22 after 13 days of mediation which got under way at the White House and the adjacent Executive Office Building after the President won a 15-day postponement of the nationwide strike threat. The reprieve was scheduled to expire at 12:01 A.M. April 25.

The President kept a continuous check on the mediation proceedings. Mediators were Secretary of Labor Willard Wirtz, Chairman Francis A. O'Neill, Jr., of the National Mediation Board, Dr. George W. Taylor of the University of Pennsylvania, and Theodore Kheel, New York arbitrator. Messrs. Taylor and Kheel were brought into the case by the President after he obtained the reprieve.

● **Management gave most.** Management seems to have got less than it gave on this "featherbedding" controversy's so-called secondary issues. On the other hand, it had previously won something on the important fireman-off and crew consist issues which Congress sent to arbitration (RA, Dec. 2, 1963, p. 9). Moreover, the railroads had already moved toward the settlement terms by their acceptance of recommendations made by the Presidential Commission and Emergency Board which heard the case. These recommendations were rejected by the unions.

Management's immediate reaction was voiced by Chairman J. E. Wolfe of the National Railway Labor Conference. Speaking to the radio-TV audience, following the President's announcement, Mr. Wolfe praised Mr. Johnson's handling of the dispute, saying railroad management was "deeply grateful for his statesmanship."

Mr. Wolfe added that the settlement "promises to restore the morale of our 700,000 employees to the highest level, and bring forth a rebirth of the spirit of cooperation between management and union leaders."

● **Union ratification required.** Spokesman for the op unions was Roy E. Davidson, grand chief engineer of the Brotherhood of Locomotive Engineers. He, too, expressed gratitude to the President. He referred to the settlement as "an agreement in principle, subject to the ratifying procedures of the organizations." Government officials indicated that they do not anticipate any difficulty in obtaining the necessary ratifications.

The agreement provided for settlement of all the issues except the railroad demand for the right to establish inter-divisional runs. That will be referred to a national committee of labor and management representatives with which Messrs. Taylor and Kheel will work. Meanwhile, the railroad notice serving this demand will not be withdrawn.

As to the settled issues, much work remains to be done in the way of writing implementing agreements. The settlement provides that all disputes as to specific language to be incorporated in such agreements will be referred to Messrs. Taylor and Kheel. Their rulings will be final. The settled issues are:

● **Paid holidays.** The unions demanded seven paid holidays a year. Some operating employees now paid on an hourly basis get them. The agreement gives them to all ops on that basis, but not to those on the mileage basis.

Away - from - home - expenses. The agreement provided for "suitable lodging" (no more warm beds, as one railroader put it) and for $1.50 for meals if the stay at an away-from-home terminal exceeds four hours.

Manning of work equipment. Here

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

• **CASUAL FILING OF TARIFFS** proposing rate changes which are subsequently withdrawn or left undefended, has been condemned by Commissioner Freas of the ICC. Mr. Freas is the Commission's senior member on the years-of-service basis, and he is recognized as one of its experts on rate matters. His complaint came in a recent address to a "Traffic Managers Clinic" in Los Angeles. It embodied a warning that the casual-filing practice could result in tightened filing rules. The warning cited a recommendation of the Administrative Conference of the United States which seeks to reduce the number, scope and duration of rate proceedings. The proposed reductions would be brought about by a requirement that each filing of general importance be supported by detailed data justifying it. The Commissioner advised that "one way to head off such a burden upon all of us is to avoid advocating a position for which there is no sound justification."

COMMISSIONER FREAS supported his complaint with a bill of particulars giving figures on what happens to controversial rate proposals—most of them filed by truckers, although many railroad tariffs are also involved. The figures showed that about 10% of protested schedules were canceled prior to action by the Commission's Suspension Board. Of the rate schedules suspended, more than 50% of those assigned for oral hearing were dismissed or discontinued before the hearing stage was reached. And over 80% of those assigned for modified procedure got like treatment before the proposed-report stage.

THAT MEANS, as Mr. Freas put it, that in 74% of the cases involving suspended schedules, the carriers publishing them "become convinced at some stage prior to a report that they cannot succeed." The Commissioner went on to say that "this abortion of the administrative process plays havoc with the oral hearing docket, results in waste of time and money, and often greatly inconveniences both the opposition and the Commission."

THE SITUATION "cries for remedy," Mr. Freas also said. As a big step in the right direction, he suggests that no schedule likely to be protested should be filed unless there has been consideration of its lawfulness on the basis of "hard facts." The Commissioner emphasized that he was not thus advocating that new rates should not be filed unless there is an open and shut case. "I do advocate that they should not be filed when the opposition will have an open and shut case," he explained.

ANOTHER WARNING from Commissioner Freas related to deregulation proposals. He referred specifically to the late President Kennedy's call for the ending of minimum-rate regulation for the transportation of commodities in bulk and agricultural products.

THE COMMISSION is unanimous in its opposition to this Kennedy proposal. Mr. Freas joined in that opposition but he suggested, nevertheless, that the lesson taught by enactment of the minimum-rate proposal might be compensation "for the havoc it would play." This suggestion, made public by Mr. Freas for the first time, was from a two-year-old memorandum of his. It went on to say: "When all carriers, including especially the rails who now clamor for unfettered 'freedom,' start hollering 'uncle,' the experiment can be terminated."

the railroads' original demand (watered down later by acceptance of the Presidential Commission's recommendations) was that they no longer be forced to have idle stand-by operating employees assigned to self-propelled equipment in maintenance, repair, construction or inspection work.

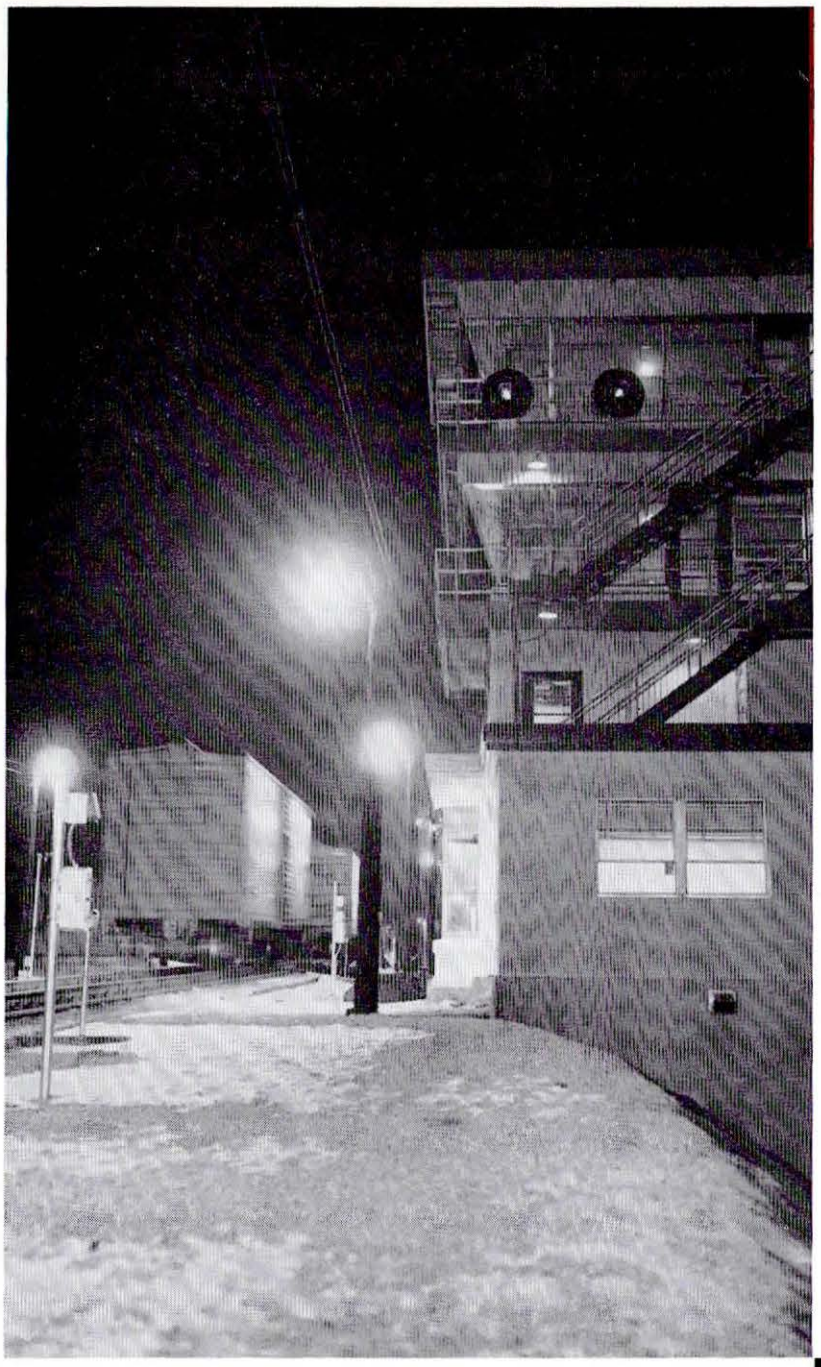
The settlement provided for a new rule which, as the mediators summarized it, "reduced the number of employees that will be used." They also said this issue was resolved substantially in accord with what the railroads offered to take.

Wage structure. The management demand here called for reopening of the present 100-mile basis generally applicable to ops in road service. The settlement called for withdrawal of this demand, and BLE's Davidson called this "chief among the gains" which the agreement gave the employees. Meanwhile, however, the settlement does provide that any op wage increases from now until Jan. 1, 1968, will be limited to basic hourly rates and will not apply to mileage rates.

There will also be what the government officials called an "inequity adjustment" for yard employees. This will give yard foremen and yard helpers raises of 12 cents per hour and 8 cents per hour, respectively, and provide "commensurate" increases for other yard employees. A spokesman for the Labor Department explained that this was responsive to long-standing "inequity claims," and that it is designed primarily to give the hourly-rated employees a more favorable relationship to the mileage-rated group. The spokesman also said that half of the ops would benefit. Union demands for night-shift differentials and for punitive overtime for mileage-rated employees, were withdrawn.

Combination of road and yard work. This was described by the mediators as the most important railroad demand. As an AAR background statement summarized it, management's original proposal sought "to eliminate the rigid jurisdictional walls—costing an unnecessary $36 million annually—that bar road crews from working in yards and yard crews from doing road work." But the carriers accepted Presidential Commission and Emergency-Board recommendations which gave them less than they asked and the mediators characterized the settlement as being "largely on the basis of the carriers' last offer."

The settlement was finally reached at 4:45 P.M., April 22, when management representatives accepted it at a White House meeting attended by President Johnson. The union representatives accepted the previous day. ■



THIS YARD CLASSIFIED 6,000,000 CARS IN 6 YEARS

EQUIPPED WITH

CLASS-GRS-MATIC®

YARD AUTOMATION

GENERAL RAILWAY SIGNAL COMPANY

A UNIT OF GENERAL SIGNAL CORPORATION

ROCHESTER, N.Y. 14602 NEW YORK, N.Y. 10017 CHICAGO, ILL. 60601 ST. LOUIS, MO. 63101 MONTREAL 2, P.Q.

New GP-35s help Western Pacific maintain high average freight speed

This is the kind of motive power challenge the broad range GP-35 takes in stride. From California's Great Valley to the high Cascade Bieber Gateway, through the Feather River Canyon of the High Sierra to the desert lands of Nevada and Utah, new GP-35 locomotives run the gamut of weather and terrain on the Western Pacific's lines. The GP-35's higher horsepower turbo-charged engine helps Western Pacific maintain one of the highest average freight train speeds in the country. And its new low-maintenance features encourage more hours on the job with less down time for service. GP-35s on the Western Pacific—a good example of railroad progress.

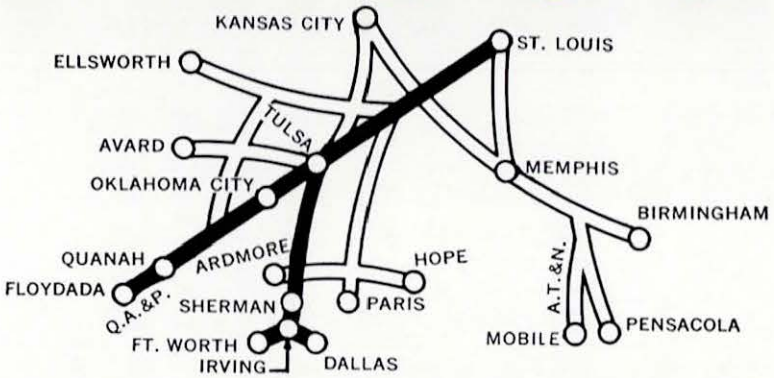
ELECTRO-MOTIVE DIVISION · GENERAL MOTORS · LA GRANGE, ILLINOIS

HOME OF THE DIESEL LOCOMOTIVE · **In Canada:** General Motors Diesel Limited, London, Ontario

EMD

Between the East-Northeast and West-Southwest

THE BIG LINK IS FRISCO



. . . via FRISCO's St. Louis-Floydada, Sherman, Irving, Dallas or Ft. Worth routes. Expediting your shipment starts with FRISCO's daily schedules dovetailed with Eastern connections. In the East St. Louis yards, an exclusive FRISCO expediter sees that these connections are maintained . . . first step in fast, efficient handling. Enroute, pre-grouping of cars . . . electronic signaling and dispatching . . . miles of new and improved track . . . automated car control . . . modern motive power and freight cars . . . are just a few of the tools that help keep your shipment on schedule. At Texas junctions, cars are interchanged directly with Western lines in a matter of minutes. This is modern planned mass transportation on the FRISCO . . . Big Link with 62 connecting railroads!

FRISCO

SHIP IT ON THE FRISCO: 5,000 MILES IN 9 STATES...SERVING THE NATION

Detector, microwave systems installed

The Milwaukee's multi-voice channel circuits and hotbox controls now in mainline use.

The Milwaukee Road has placed in service two communications projects of significance to shippers. One involves the completion of hotbox detector installations on its Chicago-Council Bluffs mainline. The latest installation consists of five sets of detectors strategically located in Iowa. Thus, all freight trains on this line can now be periodically scanned for any evidence of abnormally heated journals. Findings of the detectors are immediately transmitted to central locations where trained personnel can view the recording tapes. If evidence of an overheated journal is observed, the train crew is promptly notified via two-way radio.

In another electronic step forward, the road's first microwave has gone into service between its Chicago headquarters and the Bensenville, Ill., automatic classification yard, 17 miles west. For shippers, this new system will provide a weatherproof link between a major yard and Milwaukee's computer and car tracing center.

● **Communications expansion.** "The first step in the expansion of a modern electronic communications network," is how Walter E. Fuhr, assistant chief engineer signals and communications, characterizes the new microwave system. It is designed to carry the railroad's dial telephone, teletypewriter and high-speed data transmission circuits. Thus, car and train movement data, payroll, messages and telephone conversations will travel from the Chicago general office via microwave to Bensenville yard, from which point they will travel via existing circuits on open wire lines to Kansas City, Mo., Omaha, Neb., Sioux City, Ia., Sioux Falls and Mitchell, S.D., and intermediate points.

Mr. Fuhr anticipates that microwave will be expanded to other locations on the Milwaukee Road. Field studies have been completed for extending this present microwave system west from Bensenville to Savanna, Ill., 121 miles. Other proposed microwave links would connect Chicago with Milwaukee and the Twin Cities.

Inspector makes adjustments on the channelizing terminal equipment.

● **Bouncing waves.** The Chicago-Bensenville microwave system . . . "is a kind of three-cushion billiard shot . . ." says Mr. Fuhr. At Chicago, the microwave signal is beamed from a dish antenna (8 feet in diameter) atop Union Station toward a stainless steel reflector on the nearby Riverside Plaza building. Here the signal bounces westerly to another reflector, this one on top of a 150-foot tower at Bensenville yard, 17 miles distant. From this reflector, the microwave signal is beamed down to the receiving dish antenna.

Although the system has a capacity for 600 voice channels, it is not being used to that capacity at the present time. For each voice channel, up to 18 telegraph channels can be handled. This new microwave system, using Lenkurt Electric Co. equipment, replaces a cable system that was limited to 76 channels.

● **Data communications vital.** The initial microwave link was installed because it is impervious to the weather, it is highly reliable, it has a large channel capacity, is capable of handling high-speed data transmission; and it will serve as a vital link for an expanded microwave network, because this first system connects to the road's general office.

Of shipper interest is the fact that car location and movement information is promptly sent to the Chicago car tracing bureau. This is especially significant when considering the vast amount of information on car movements and associated data emanating from the Bensenville automatic yard, which classifies nearly one million cars annually.

Also, two of the road's nine regional data centers make use of the microwave system for sending information to Chicago. Information from waybills is keypunched into cards at these regional data centers. These cards are then placed in transceivers to send the information to the data processing center in the road's headquarters. This type of data transmission is handled by wire line carrier to Bensenville, then via microwave into Chicago.

● **Detectors check journals.** Five sets of hotbox detectors have been placed in operation on the Milwaukee mainline in Iowa. Four of the detectors are located at Keystone, Maxwell, Coon Rapids and Persia. Information from the detectors is sent via wire line carrier equipment into the dispatcher's office at Perry, where a continuous graph-like record is made on paper tape. The fifth hotbox detector, located at Elwood, Ia., reports to a graphic recorder at Green Island, Ia.

The Perry dispatcher, upon seeing a higher-than-normal pip on the detector recorder tape, promptly alerts the train crew via two-way radio. He may then talk via any wayside radio station within range of the train, after locating the train on the centralized traffic control panel. Fast action of this kind, says Donald L. Wylie, communications engineer, has been possible through the installation of radio equipment on locomotives and cabooses of all trains operating on this Iowa mainline. In addition, 11 wayside stations have been radio equipped. Mr. Wylie added: "The Milwaukee is the first Chicago-based railroad to extend this type of train protection [hotbox detectors] all the way from Chicago to the Missouri River [485 miles]. This installation of detectors brings the road's total number to fifteen. ■

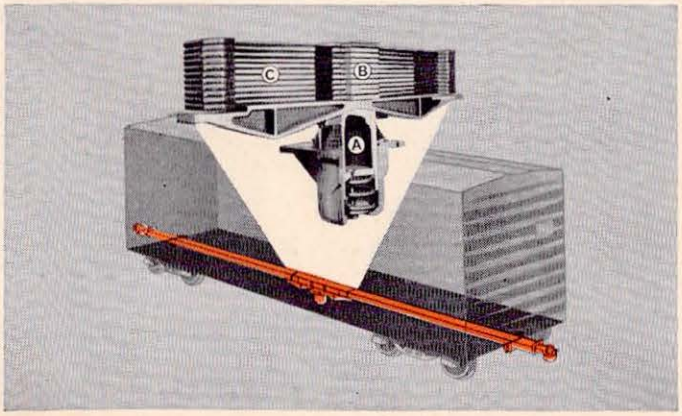
MEN WHO WEAR THESE HATS

It is significant that so many leading railroads have placed their confidence in Hydra-Cushion Underframes. Selecting the right cushioning device is a major decision. Lowest maintenance, highest performance, longest life expectancy . . . all features of Hydra-Cushion equipment . . . have to be carefully considered. We believe the Big Difference in car cushioning is the reason *more* railroads have installed Hydra-Cushion Underframes on freight cars than any other modern cushioning device.

May we tell you all about the exclusive advantages of Hydra-Cushion Underframes? There *is* a Big Difference. Write Hydra-Cushion, Inc., Dept. 44-M, 332 South Michigan Avenue, Chicago, Illinois, 60604, or 13101 Eckles Road, Plymouth, Michigan, 48170. Canadian Representative: International Equipment Company Limited, Montreal.

HC™ HYDRA-CUSHION® UNDERFRAMES

KNOW THE BIG DIFFERENCE

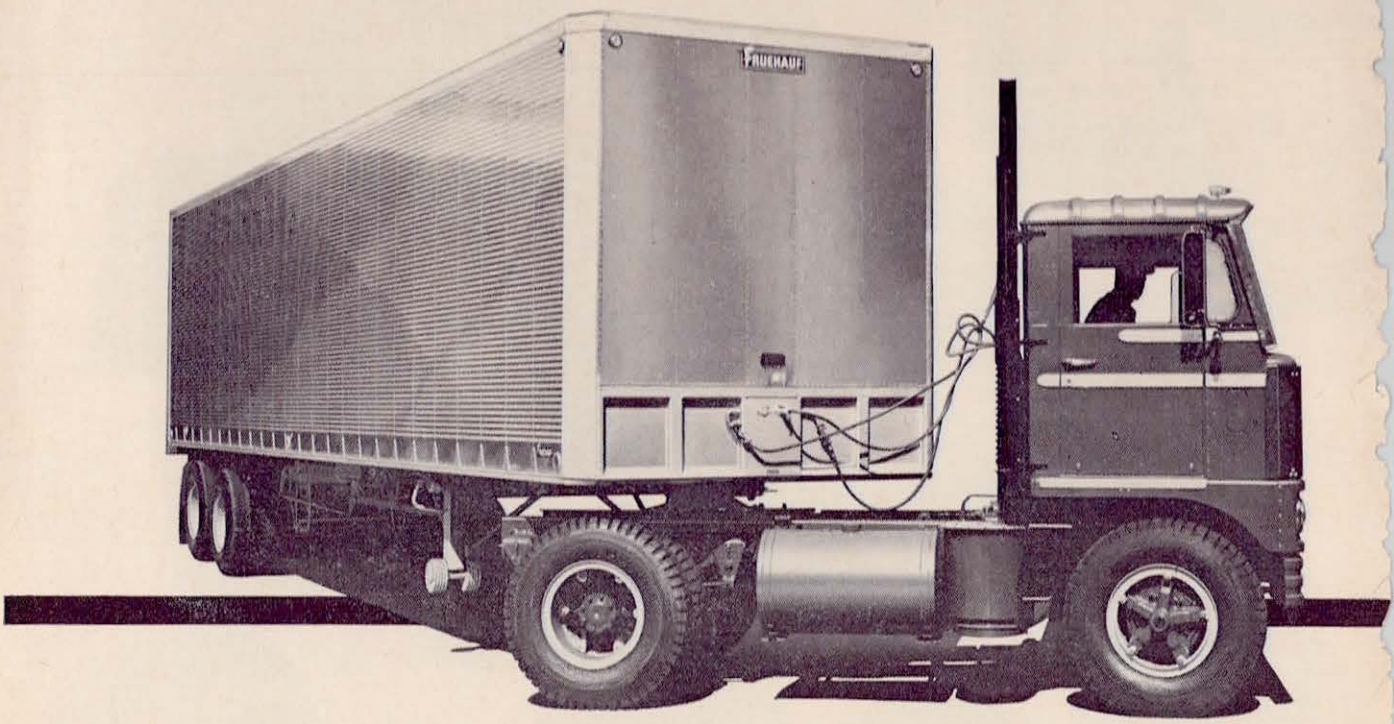


THIS COMBINATION MAKES THE BIG DIFFERENCE IN CAR CUSHIONING

Other modern cushioning devices rely on *high-pressure hydraulics.* The unique Hydra-Cushion system's low-*pressure* upright hydraulic unit is your protection against oil loss. The hydraulic unit (A) is combined with a set of fixed (B) and movable (C) friction plates. Upon impact, the moving sill actuates the hydraulic unit which, in turn, exerts increasing pressure upon the friction plates to achieve a powerful braking action. The impact force is so reduced that damage-causing shock is eliminated. There is no jolt of recoil. Springs within the sill return it gently to normal position. Only Hydra-Cushion Underframes operate with a fraction of the hydraulic pressure of other devices.

NOW EASILY INSTALLED ON ALL TYPES OF NEW OR EXISTING CARS

TWO GOOD REASONS WHY FRUEHAUF VOLUME ★ VAN



1. STRONGEST FRONT END IN THE INDUSTRY PROTECTS BOTH CARGO AND EQUIPMENT!

Heavy-Duty Bulkheads*—Integral, heavy-duty bulkhead adds strength, provides recessed protective space for vital brake and light connections while minimizing likelihood of damage and simplifying maintenance.

Sturdy Uprights—Heavy-duty extruded aluminum uprights and corner posts contribute greatly to the overall strength of the front wall.

Impact-Shedding Corner Posts—Solid construction; diagonal-shaped outside to shed impacts; square-shaped inside for maximum cube.

Sturdy Corner Caps—Die-cast aluminum, they resist wear and tear.

Armor-Edged Pick-Up Plate—Reinforced* construction withstands repeated coupling shocks; facilitates pick-up operations.

Flexible Brake Connections—Withdraw into recessed bulkhead when disconnected, minimizing possibility of damage.

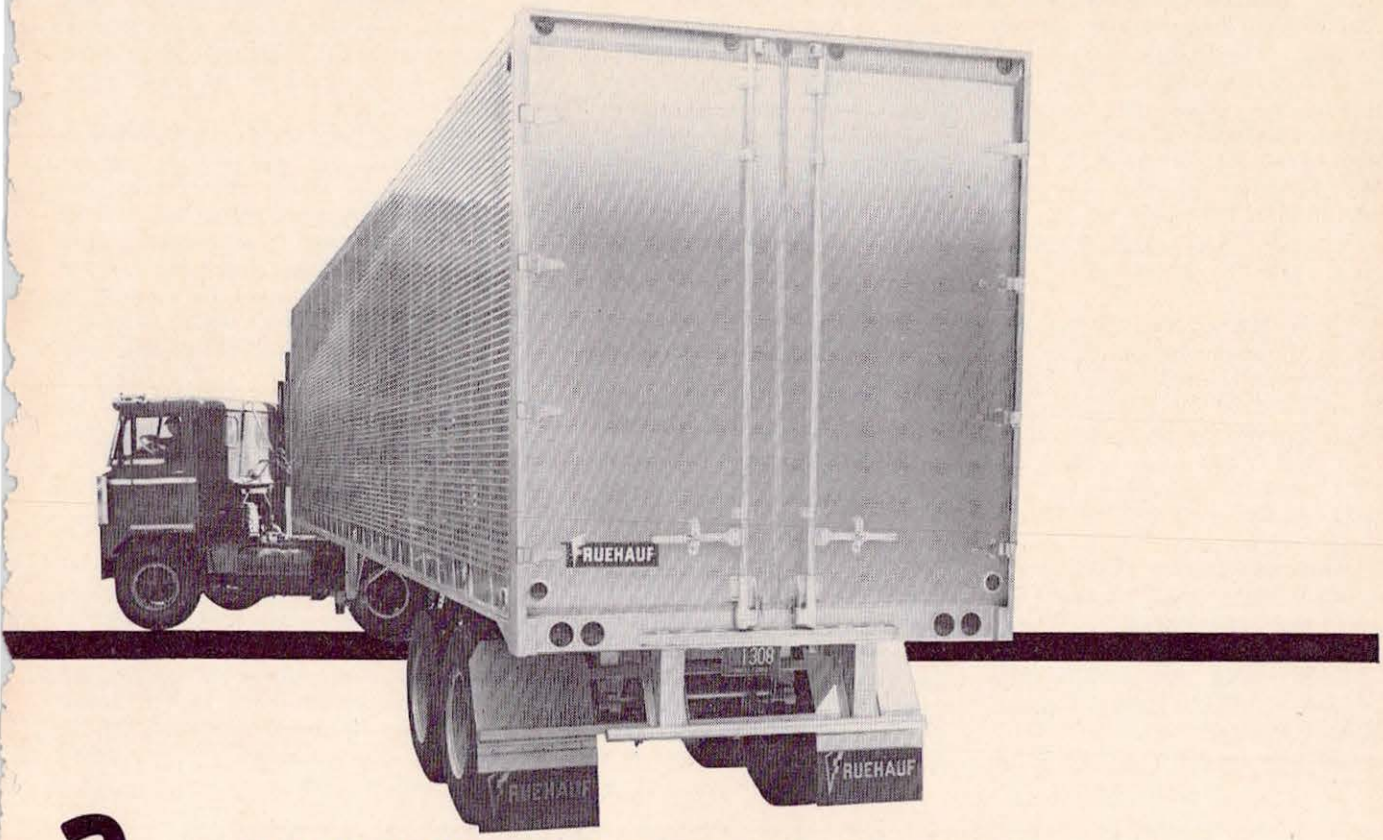
Plastic Protectors* for Brake Connections—Keep out moisture, grime, dust, other contaminants when lines are disconnected in storage, piggybacking, etc.

**Fruehauf Patent Pending*

"ENGINEERED TRANSPORTATION"
—The Key to Transportation Savings

FRUEHAUF TRAILERS
Since 1914

YOU SHOULD USE THE NEW PLUS FOR PIGGYBACKING!



2. ONLY FRUEHAUF DESIGNS SO MUCH STRENGTH INTO REAR END OF TRAILER!

Single Welded Steel Structure—Combines door posts, header, box-section crossmember, ICC bumper and steel bumperettes. Light boxes and electrical circuits are built into structure. Dock protection afforded is unequaled in any other Trailer.

Rear Crossmember—Seven-gauge steel box-section, reinforced with interior steel baffles, is extremely rugged. Deep recess on top receives bottoms of doors in weathertight fit.

Super Antirax* Door Latches—Are stronger, reduce torsional moment, give solid, tightly sealed fit and help stabilize entire rear end.

Lock Flange* Rear Doors—Protecting flange guards the hinged edge of closed door against load thrust. Lock Flange and Antirax latches combine to make this door mounting the strongest in the industry.

Rear Bumpers—New, stronger ICC bumper is constructed of 2½" pipe. Supporting gussets, welded to frame, add rigidity and strength. Dock bumper protects doors, lights and hardware.

• • •

Your Fruehauf representative will give you *more* reasons why Fruehauf Volume☆Vans PLUS Trailers are your best investment for piggybacking operations.

He'll also show you how you benefit from the nationwide availability of Fruehauf parts and service—nearly 80 factory branches strategically located coast to coast in this country and Canada. Give him a ring—he'll meet with you at your convenience.

*Fruehauf Patent Pending

FRUEHAUF TRAILER DIVISION ▪ FRUEHAUF CORPORATION
10953 Harper Avenue ▪ Detroit 32, Michigan

N&W presses for PRR stock sale

Norfolk & Western wants the Pennsylvania to sell its interest in N&W now to clear the way for the proposed N&W-NKP-Wabash merger. The ICC was told that PRR should be forced to comply.

The Pennsylvania was accused last week of adopting a "have-its-cake-and-eat-it-too" position in the Norfolk & Western-Nickel Plate-Wabash consolidation case. The charge was made by John P. Fishwick, N&W's vice president-law, who opened oral arguments before the Interstate Commerce Commission in Washington April 22.

Mr. Fishwick asserted that PRR should be forced to "come face to face with a condition of stock divestiture imposed by this Commission." He added:

"Only in this way can the responsibility for success or failure of our unification proposal and other merger plans in the East be placed where it belongs, namely on the railroads involved. The Commission should not kill the merger movement in the East without giving us a decision on the merits."

(Pennsylvania cannot afford to dispose of its N&W stock, "its most important single investment," until it is assured of financial gains that would be obtained from merger with New York Central, PRR's general solicitor, Windsor F. Cousins, told the hearing. He urged that the N&W merger be approved without a requirement that PRR divest itself of its one-third interest in the N&W.

• **What N&W wants.** ICC hearings began in October 1961 on a proposal which would create a 7,800-mile, 14-state system through merger with the Nickel Plate, lease and eventual purchase of the Wabash, purchase of the Sandusky line of the PRR, and acquisition of the Akron, Canton & Youngstown and Pittsburgh & West Virginia.

ICC hearing examiner Lester R. Conley recommended approval of the unification last spring, subject to conditions including divestiture by PRR of major stockholdings in N&W and Wabash. Last week's proceedings were final oral arguments by all parties.

• **Pennsylvania balks.** PRR has agreed to stock divestiture as a condition to its own merger project with New York Central, but has signed no such plan relative to the N&W-NKP-Wabash separated proceeding.

Mr. Fishwick observed that the N&W unification had a full two-year head start on the PRR-NYC proceedings and that various legal proceedings could delay it past its deadline of March 1, 1966, unless the ICC takes quick action. He said that it was obvious that PRR couldn't get a favorable decision until the N&W case was decided.

• **Timetable.** "Would not the PRR case have to rest pending an examiners' report until the examiners know what you intend to do in our case?" Mr. Fishwick asked.

"Even if there were no time deadline in our case, and the two proceedings were decided almost concurrently, the PRR-NYC decision would have to be conditioned upon actual consummation of our proposal and even after that the PRR-NYC case could be subject to contest in the courts. "There is simply no way the PRR can have its cake and eat it, too."

• **New hearing?** Mr. Fishwick described a stock divestiture plan submitted but not signed by the Pennsylvania and said that the N&W considered it valid.

"If, however, the Commission believes a further hearing on a plan of divestiture is required and the Pennsylvania does not come forward with a suitable plan, we will be in a position to ask the Commission to approve the conditions incorporated in the agreement and, if approved, undertake to enforce the agreement by appropriate legal action." ■

TOFC studies: how useful?

Will the ICC's special studies on TOFC costs produce drastic changes in present costing methods? Perhaps not—but there is some fear that at least one of the study areas may produce a false cost showing.

H. O. Brown, cost analyst for the Pennsylvania, thinks basic methods will remain as is, for the most part. But, he told a Railroad Transportation Institute meeting in Chicago, the availability of more detailed information specifically related to piggyback may permit more particularized costing adjustments: "Fewer things will have to be added as a part of the general overhead, but may be available on a specific basis."

• **Is it worth it?** While Mr. Brown regards detailed costing as usually preferable, he added a note of caution: "Decisions on how much specific information is kept readily available must always be made in light of the time, trouble and expense necessary to produce that information. In other words, is the data worth the effort?"

A second warning flag was hoisted by E. L. Kubiak, assistant statistician, Northern Pacific, with regard to ICC Form 4—Amounts Paid to Motor Carrier Affiliates.

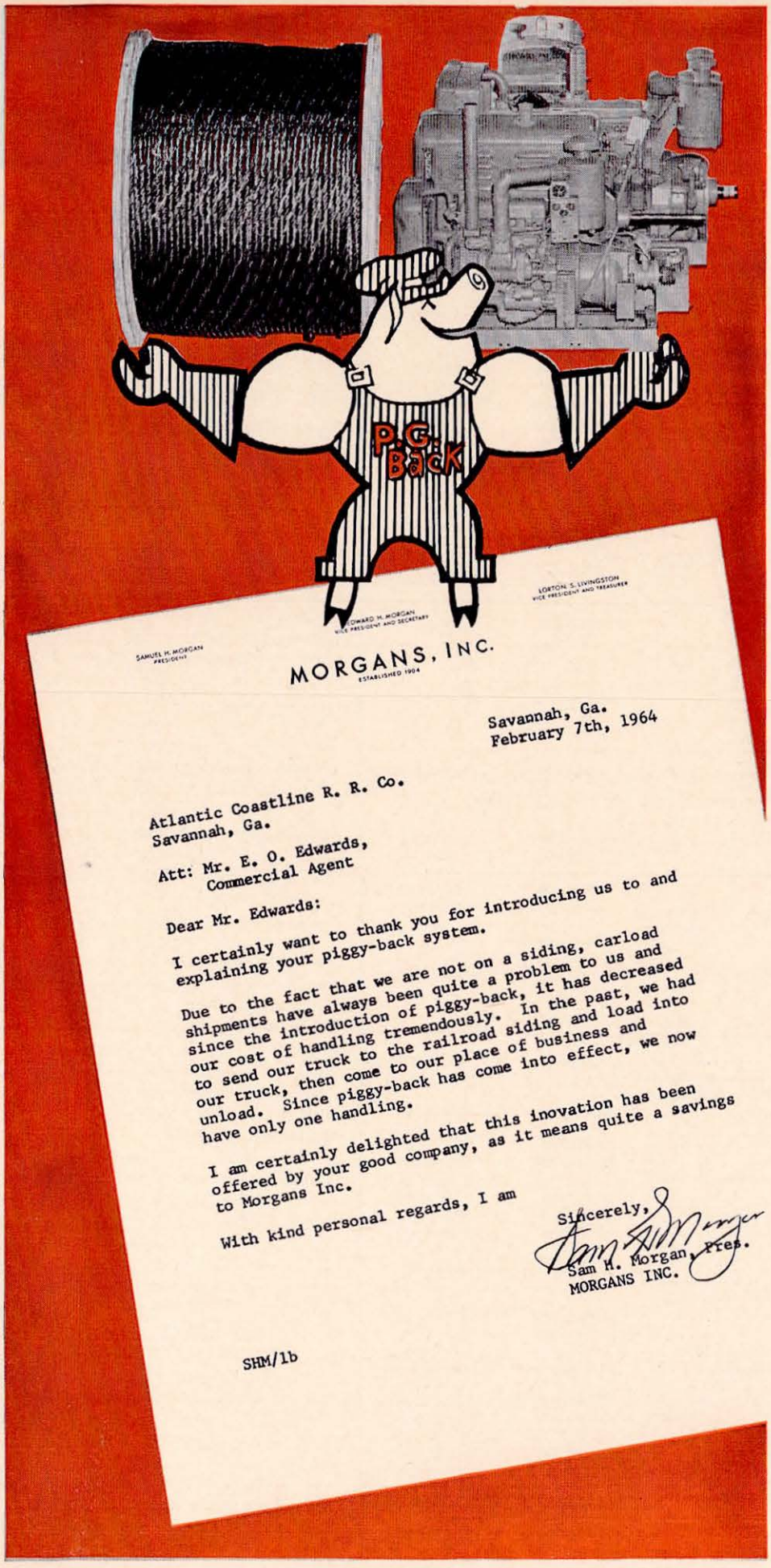
This particular form, he told RTI, involves computation of a cost per active truck or tractor hour based on the amount paid to motor-carrier affiliates for operating in all types of motor-carrier services (including amounts paid for services unrelated to piggyback).

The total of payments, Mr. Kubiak noted, is then converted to a cost per active tractor hour "which will be used to cost the operation of TOFC terminals, TOFC pickup and delivery service and TOFC highway interchange service."

• **'Unrealistic' approach.** This procedure, he declared, "is unrealistic. However, the real danger lies in the use of these payments as costs. Payments to our motor-carrier subsidiary for services rendered are on a contractual basis."

The costs of these various services are the cost to the motor carrier, not the payments of the railway company to the motor carrier. . . . The use of contractual payments as cost can place railroads at a disadvantage in an I&S proceeding to determine the compensatory nature of a TOFC rate. We would also be at a disadvantage where contractual payments are not representative of costs and these payments are used as costs."

Much better, he concluded, would be a costing approach "which takes into account the costs of the carriers providing the services rendered." ■


P.G. Back
SAMUEL H. MORGAN
PRESIDENT
EDWARD H. MORGAN
VICE PRESIDENT AND SECRETARY
LORTON S. LIVINGSTON
VICE PRESIDENT AND TREASURER
MORGANS, INC.
ESTABLISHED 1904
Savannah, Ga.
February 7th, 1964
Atlantic Coastline R. R. Co.
Savannah, Ga.
Att: Mr. E. O. Edwards,
Commercial Agent
Dear Mr. Edwards:
I certainly want to thank you for introducing us to and explaining your piggy-back system.
Due to the fact that we are not on a siding, carload shipments have always been quite a problem to us and since the introduction of piggy-back, it has decreased our cost of handling tremendously. In the past, we had to send our truck to the railroad siding and load into our truck, then come to our place of business and unload. Since piggy-back has come into effect, we now have only one handling.
I am certainly delighted that this inovation has been offered by your good company, as it means quite a savings to Morgans Inc.
With kind personal regards, I am
Sincerely,
Sam H. Morgan, Pres.
MORGANS INC.
SHM/lb

What Coast Line Piggybacking Did for the Man without a Rail Siding

...or How to Haul Heavy and Pay Less!

Morgans, Inc., of Savannah is a distributor of heavy duty apparatus, handling and hardware equipment. Most of it comes in by rail, yet Morgans has no rail siding, a circumstance creating quite a pick-up and handling problem. How have they solved it? Check the letter at the left. Note, particularly, what Mr. Morgan has to say about money savings. Then think about your own shipping problems. Could our style of piggybacking service help you? Give us a call and find out. You've absolutely nothing to lose and possibly much to gain. Just call your Coast Line man or write direct.

Address:
P. G. Back
Trailer Train Service
Atlantic Coast Line Railroad
Jacksonville, Florida

"Thanks for Using Coast Line Piggyback Service"

ATLANTIC COAST LINE RAILROAD

...serving the Southeast Coastal 6

$1.40 Billion: How It Was Spent

Purchases of Fuel, Material and Supplies

Railroads of Class I—Calendar Year 1963 and 1962

	Item	1963	1962
FUEL			
1.	Fuel oil—Diesel	$ 340,885,000	$ 326,828,000
2.	Fuel oil—Residual	11,041,000	12,433,000
3.	Coal (anthracite and bituminous)	9,396,000	10,264,000
4.	Gasoline	12,355,000	12,433,000
5.	All other (coke, wood, etc.)	1,983,000	2,052,000
6.	Total fuel	375,660,000	364,010,000
FOREST PRODUCTS			
7.	Cross ties	$ 37,192,000	$ 34,782,000
8.	Switch ties	4,938,000	4,990,000
9.	Lumber (bridge and building, piling, posts, bridge ties)	15,916,000	14,022,000
10.	Lumber, equipment (including manufactured articles)	21,168,000	21,411,000
11.	All other forest products	6,208,000	5,738,000
12.	Total forest products	85,422,000	80,943,000
IRON AND STEEL PRODUCTS			
13.	Rail (new and secondhand, except scrap)	$ 37,762,000	$ 38,965,000
14.	Axles, tires and wheels for cars and locomotives	60,148,000	66,705,000
15.	Track and switch material	59,256,000	56,584,000
16.	Steel bridges, turntables, sheet piling	3,439,000	2,694,000
17.	Iron & steel (bars, shapes, sheet, flues & tubing, chain & wire netting)	25,606,000	26,931,000
18.	Locomotive forgings & castings (gray iron, malleable or steel, & trucks)	8,668,000	6,714,000
19.	Car forgings & castings (gray iron, malleable or steel, brake beams, couplers, draft gears, metal car roofs, auto loaders & trucks)	120,066,000	103,343,000
20.	Bolts, nuts, washers, rivets, lag screws, pins and studs	8,511,000	7,217,000
21.	Springs, elliptical and helical, for cars and locomotives	6,004,000	5,616,000
22.	Tools, track & roadway, all kinds, & parts (except automotive equipment, aircraft, & parts)	10,971,000	8,055,000
23.	Machinery and parts	21,134,000	19,265,000
24.	Pipe, iron and steel, pipe fittings, and plumbing fixtures	6,816,000	6,450,000
25.	Hardware, hand and small machine tools	21,618,000	20,222,000
26.	All other iron and steel products (including cast iron water pipe and culvert pipe)	6,209,000	5,316,000
27.	Total iron and steel products	396,208,000	374,077,000
MISCELLANEOUS			
28.	Building materials (brick, cement, gravel, lime, sand, stone, roofing, siding and fencing)	$ 7,145,000	$ 6,664,000
29.	Illuminating oils, lubricating oils and greases, journal lubricating pads, wiping rags and waste	44,054,000	41,793,000
30.	Non-ferrous metal and products	24,091,000	21,214,000
31.	Ballast and riprap	15,858,000	16,707,000
32.	Electrical materials (incl. electrical material for diesel locomotives)	56,404,000	55,099,000
33.	Stationery, printing and office supplies	28,081,000	27,900,000
34.	Commissary equipment and supplies	18,765,000	20,364,000
35.	Rubber and leather goods	7,795,000	7,240,000
36.	Chemicals, compounds, drugs, glass, laboratory equipment, lacquers, painters' supplies, paints, varnishes	42,069,000	39,766,000
37.	Passenger car trimmings	11,811,000	12,253,000
38.	Locomotive, train and station supplies	26,301,000	25,030,000
39.	Communication and signal material	51,198,000	44,557,000
40.	Air brake material	18,586,000	19,045,000
41.	Appliances for locomotives	5,776,000	5,558,000
42.	Automotive equipment and aircraft, and parts	13,662,000	13,152,000
43.	Diesel material not elsewhere classified	95,229,000	94,153,000
44.	All other miscellaneous	77,309,000	41,768,000
45.	Total miscellaneous	544,134,000	492,263,000
46.	Grand total	$1,401,424,000	$1,311,293,000

Source: Reports of the carriers to the Bureau of Railway Economics.

Railroad purchases rose 7% last year

But $1.40 billion supply outlay was still well below 1948 high.

The railroads' shopping bill for fuel, material and supplies in 1963 tallied up to $1.40 billion—the largest annual spending increase in the past five years.

Figures on the purchases by U.S. railroads, released last week by the AAR, represent a 7% increase over 1962's expenditure of $1,311,293,000. The rise in spending reflects the continuing modest upturn in rail traffic, says the AAR, but the total is still not up to the 1948 high of $2.18 billion.

Not included in the 1963 figures is the more than $1 billion that the railroads spent for capital equipment and improvements, including locomotives, freight and passengers cars, bridges, buildings and roadway structures.

More money was spent in all major purchasing categories—fuel, forest products, iron and steel products, and miscellaneous. Leading the field in dollar out-flow was spending for miscellaneous supplies, which totaled $544,134,000, up 10.5% over 1962. This category included building materials such as brick, cement and roofing; chemicals; lubricants; office and train supplies; and communications and signalling materials.

The next significant increase in spending—a jump of 6%—was for iron and steel products. Purchases in 1963 totaled $396,208,000. They accounted for 28.3% of the railroads' outlay.

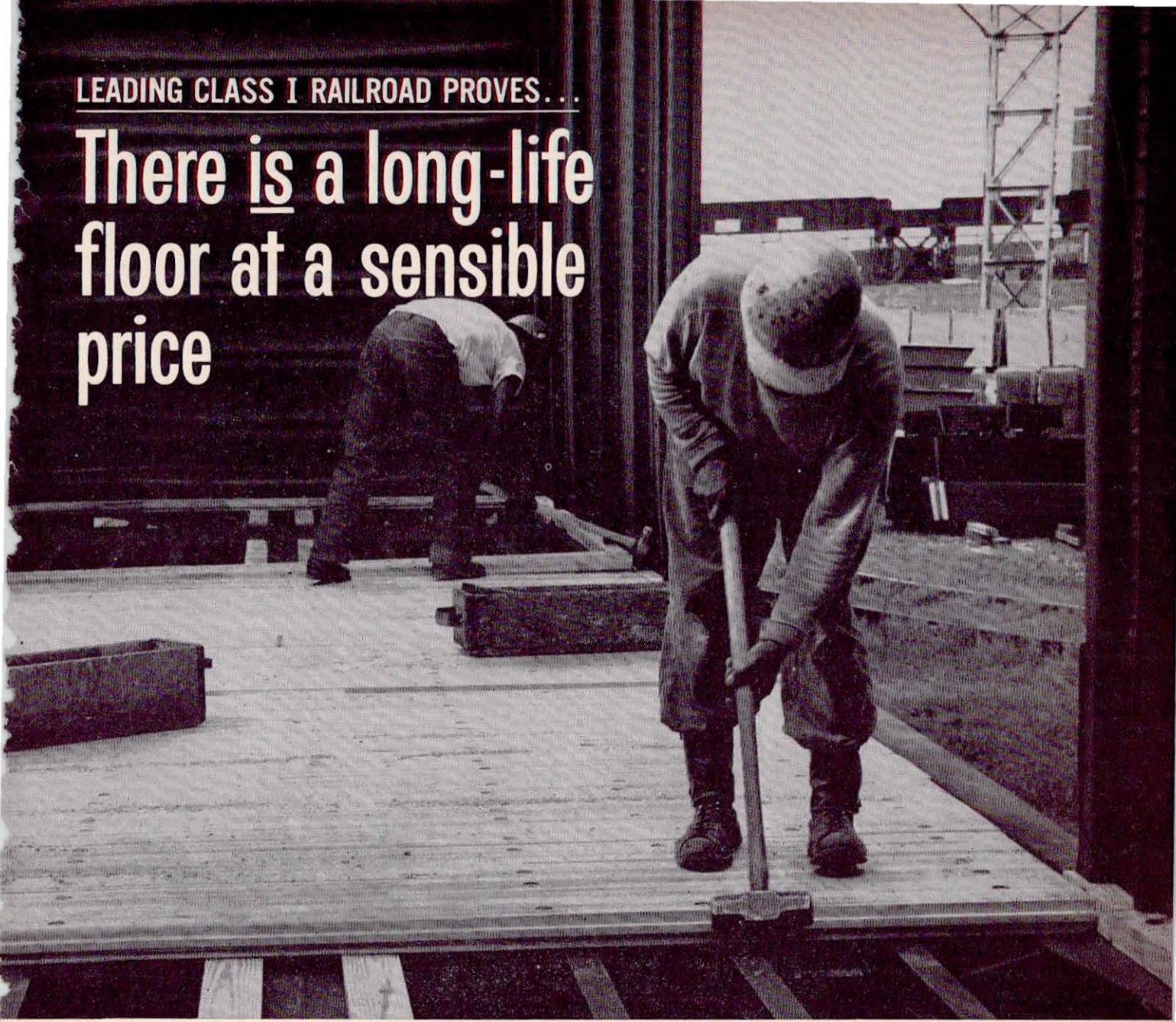
The bill for fuel was up 3.2% for 1963, with the railroads paying out more than $375 million. Diesel oil for the engines that now power most trains accounted for $340 million of the total.

Forest products of all kinds, including cross ties, switch ties, and lumber for bridges and pilings cost $85.4 million, as compared with $80.9 million in the previous year.

Purchases of electrical, communications and signal materials was up 8% over the previous year, totaling $107 million. ■

LEADING CLASS I RAILROAD PROVES...

There is a long-life floor at a sensible price



It saves you $21.95 (or more) per car per year!

Independent cost calculations by a leading Class I railroad reveal that Dura-Wood flooring for freight cars yields substantial savings over a 15-year period.

In the average 40′ 6″ box car, the railroad says Dura-Wood saves $21.95 per year over steel and $30.93 per year over flat-sawn pine, which requires frequent renewal. In 50′ 6″ box cars and 60′ baggage cars the savings with Dura-Wood run as high as $95.76 per car per year.

Dura-Wood is strong, durable, easy to install, and reduces cargo claims. It has been certified "twice as uniform in strength" as flat-sawn oak by the Wood Technology Laboratory, University of Michigan. Send coupon today for the full story.

Bruce Dura-Wood®

LAMINATED EDGE-GRAIN FREIGHT CAR FLOORING

A product of E. L. BRUCE CO. INCORPORATED
World's largest maker of hardwood flooring
Memphis, Tennessee

E. L. Bruce Co. Incorporated
1584 Thomas St., Memphis, Tenn. 38101

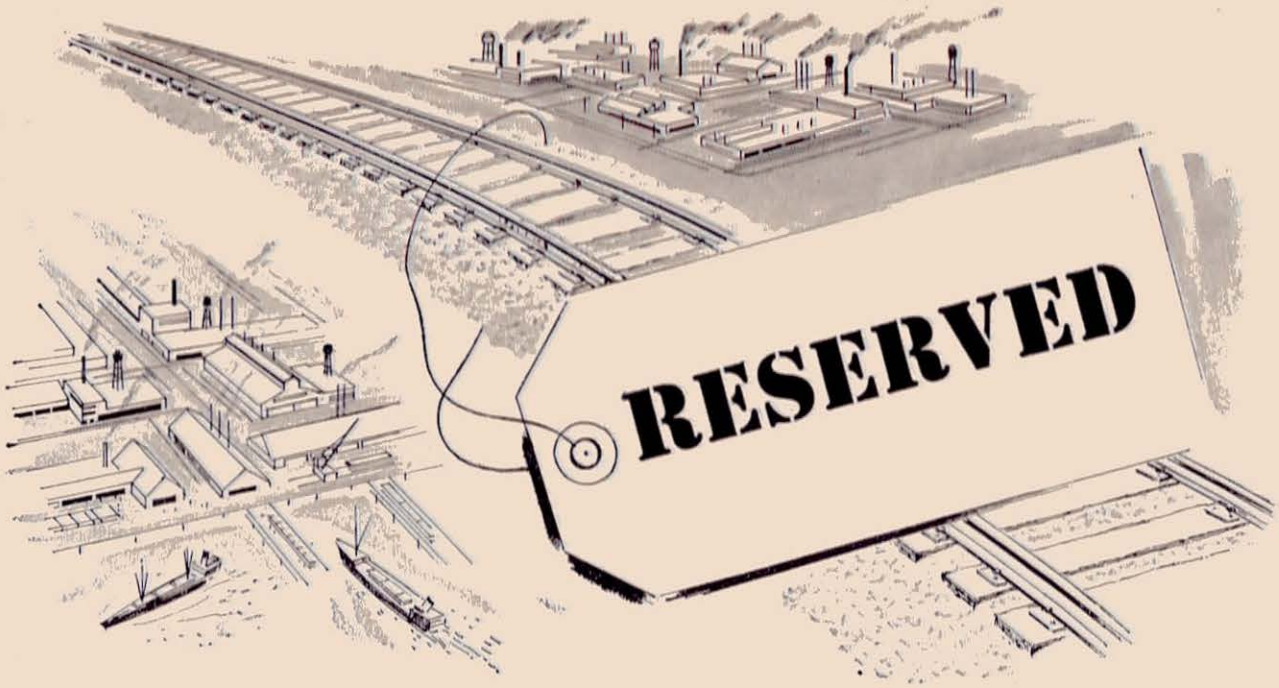
Please send information on new Bruce Dura-Wood freight car flooring as checked:

☐ Full details on Dura-Wood features.
☐ Cost comparisons by Class I railroad.

Name_____

Company_____

Address_____

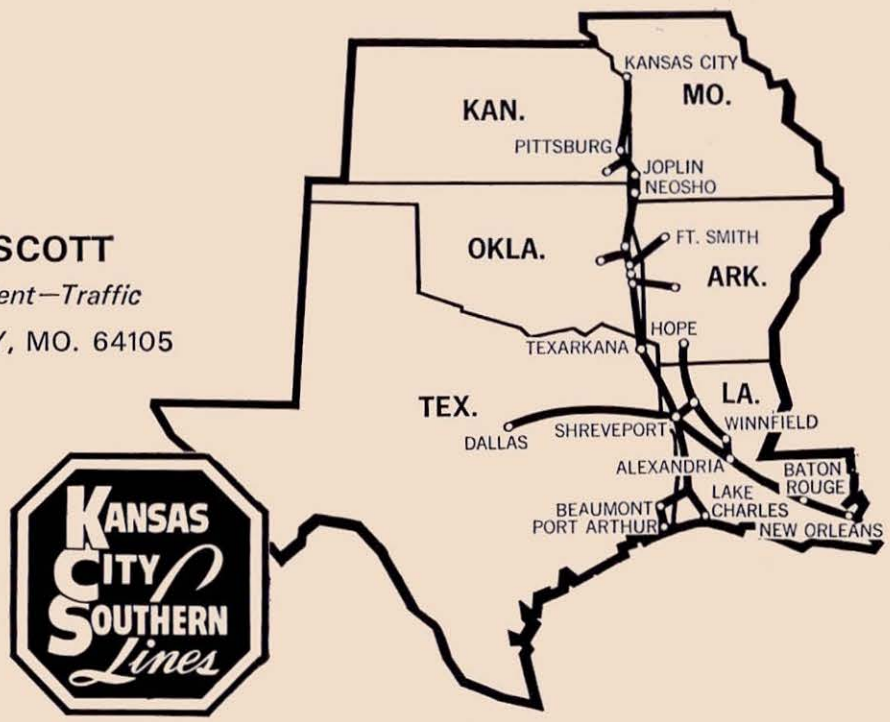


RESERVED for your freight and passenger business is the shortest rail route between Kansas City and Five Great Gulf Ports.

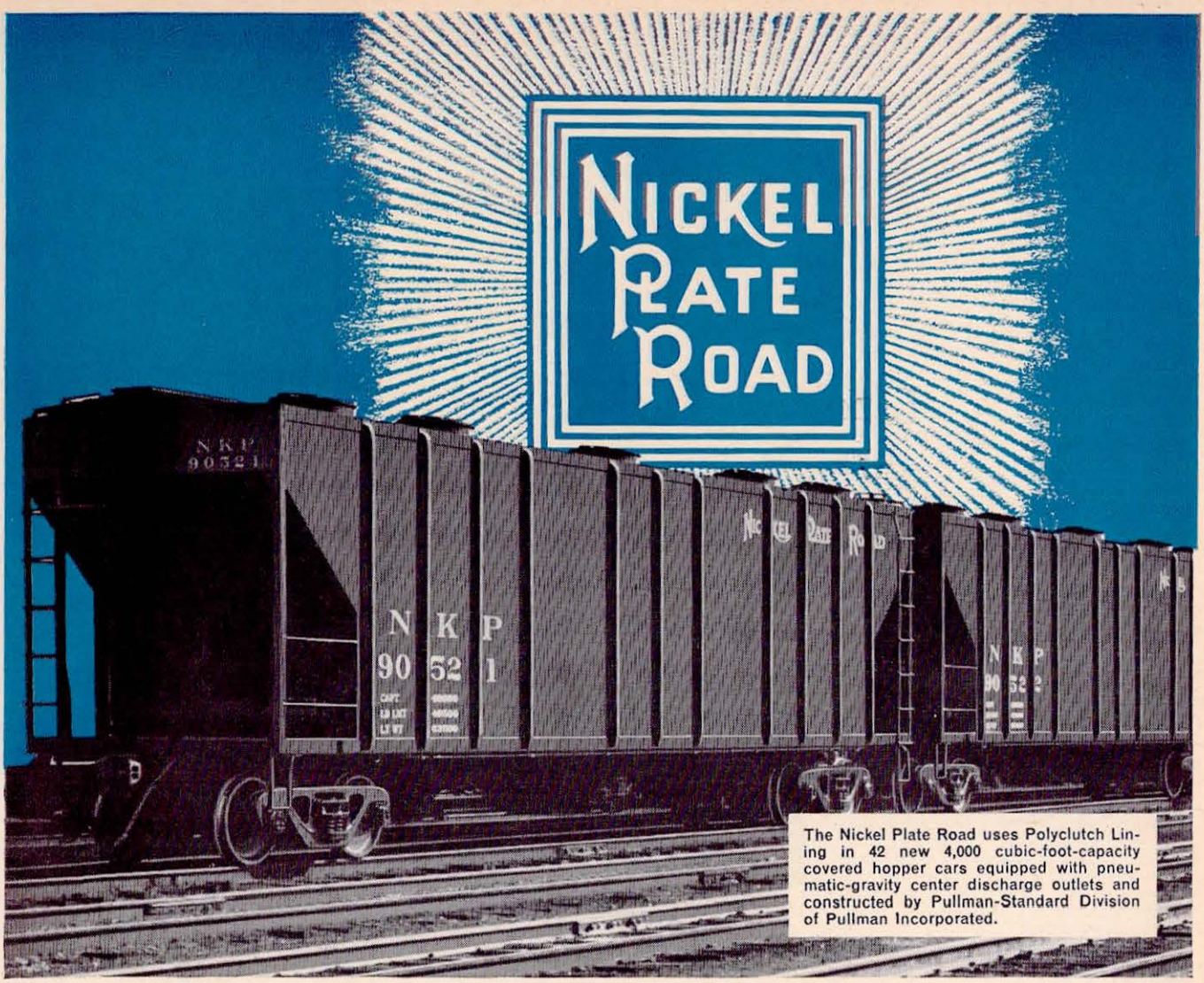
Here there will be no delays because of icy or crowded concrete . . . highway traffic snailing uphill!

And, with the reservation we have made for you, comes the assurance that our entire organization will devote its best efforts to giving you the kind of service you expect and deserve.

J. W. SCOTT
Vice President—Traffic
KANSAS CITY, MO. 64105



KANSAS CITY SOUTHERN Lines



The Nickel Plate Road uses Polyclutch Lining in 42 new 4,000 cubic-foot-capacity covered hopper cars equipped with pneumatic-gravity center discharge outlets and constructed by Pullman-Standard Division of Pullman Incorporated.

Why do most major roads specify Double-Cover Polyclutch® Lining?

Polyclutch reduces costs and helps sell shippers!

A single coat of Double-Cover Polyclutch provides covered hopper cars with the equivalent dry film thickness of two-coat systems. So both labor and material costs are cut in half, downtime periods are reduced and cars are cleaner because crews don't enter them to apply a second coat. Polyclutch is tough, flexible, protects against impact, abrasion and repeated cleaning. And it reduces overspray costs, too!

Shippers prefer Double-Cover Polyclutch because this non-toxic lining is tasteless, odorless and doesn't affect foodstuffs or chemicals. So it eliminates contamination losses. It's approved by the U. S. Food and Drug Administration. Polyclutch assures maximum protection for *any* dry bulk cargo.

For complete information about how Double-Cover Polyclutch can help cut costs and sell shippers, write: Pittsburgh Plate Glass Company, Industrial Finishes Division, 1 Gateway Center, Pittsburgh 22, Pa.

PPG® PITTSBURGH® PAINTS
PAINTS • GLASS • CHEMICALS • BRUSHES • PLASTICS • FIBER GLASS
PITTSBURGH PLATE GLASS COMPANY
IN CANADA: CANADIAN PITTSBURGH INDUSTRIES LIMITED

Shirtsleeve sessions and hard work behind the scenes began the campaign. Milwaukee President W. J. Quinn, at the rostrum, addresses a group of traffic specialists from points throughout the country at an indoctrination session before the campaign opened.

Milwaukee Road's 'blitz'

A wide variety of traffic was switched from truck to rail after a special sales campaign in the Chicago area. The blitz was based on what the road calls its 'unmatched service.'

Shippers will "switch"—if they can save money and get better service.

A "blitz-style" courtship of shippers on behalf of fast freight trains scored important traffic gains for the Milwaukee Road last week—and perhaps posed some important questions for rail sales forces that need answers as the fight for traffic gets hotter.

The blitz could, conceivably, usher in an entirely new approach to merchandising railroad service—as TOFC, containers, bigger power and faster schedules continue to transform carrier capability at a pace that quickens from month to month.

Milwaukee's 'Red Vest' sales blitz of Chicago-area shippers began April 13. A corps of 56 salesmen sporting scarlet vests and red neckties romanced shippers on behalf of the road's XL-Special (RA, Nov. 25, 1963, p. 13) for two weeks with dash and style seldom, if ever, seen in the traditionally staid business of freight solicitation.

• **Let shippers know.** "We didn't put on a fast freight train that costs us $3 million a year to operate—just to sit back and wait for customers to come to us," said Milwaukee President William J. Quinn. "We've got service unmatched by any truck line or other railroad—and we sure intend that shippers will know about it. That's what this sales blitz was all about and we think we've accomplished that."

Judging from orders written up by the red-vested salesmen in their two-week-long blitz, shippers have done more than just become aware of Milwaukee's fast freights to and from the Northwest. A substantial number of cars in the XL-Special consists reflect new traffic written up during the blitz.

• **Carefully planned.** Milwaukee's freight traffic specialists — working closely with the road's advertising and public relations departments—mapped out the Red Vest sales campaign carefully. The two-week Red Vest blitz was only the visible part of a campaign that began months before April 13—and which will continue long after the April 24 end of the blitz.

Months before the blitz began, Milwaukee's campaign got under way with hundreds of thousands of direct mail leaflets to shippers throughout the country, advising them of the inauguration of the XL-Special, "Fastest run in the west," in Milwaukee's phrase. W. W. Kremer, Milwaukee's traffic vice president, noted, "Our westbound XL-Special and its eastbound running mate, the Thunderhawk, threw down a challenge for all competition when they

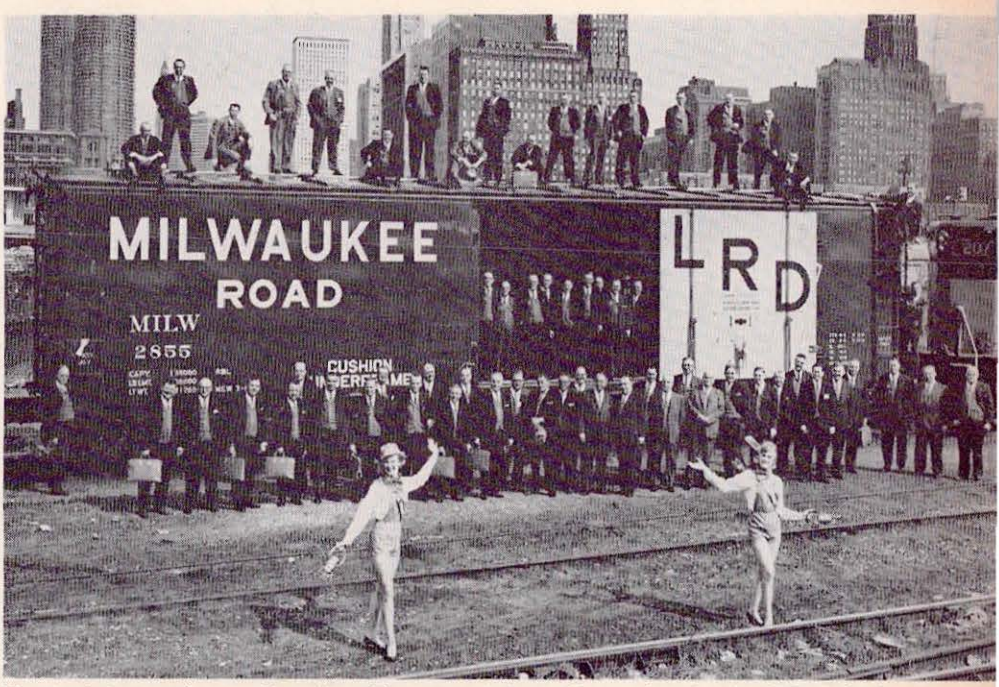
tactics boost sales

went into service and shortened previous running time by a full day in each direction and set a pace which highway competitors are hard pressed to match." Milwaukee and other northern lines had, late last year, increased competitive pressure by chopping a full day off schedules.

● **Invasion imminent.** Milwaukee's promotion pace quickened as the date of the Red Vest campaign neared. Chicago-area shippers received a one-two punch in the mail April 3 and 10 —snappy direct mail leaflets reminding them that the "Red Vests Are Coming."

Half-page advertisements—some in color—began appearing in the Chicago newspapers and in the Wall Street Journal. Advertisements directed at industry specialists began appearing in trade magazines, including Railway Age. All the advertisements called attention to Milwaukee's fast new freight trains.

● **Employees helped.** Bumper stickers on the five-thousand-or-so autos of Milwaukee employees in the Chicago



Stunt photos and use of pretty girls secured favorable notice for the Milwaukee's blitz in Chicago's press. Above, Red Vests pop out of new car equipped with load-restraining device, with Miss XL Special and Miss Thunderhawk leading the way.

area flashed the message that the Red Vests were coming. The day the campaign began, fliers placed upon the seats of all the road's suburban trains April 13—and signs in the trains—gave notice that the Red Vests had come.

The Red Vests had, literally, come to Chicago April 11—from Seattle, Detroit New York and other Milwaukee traffic offices throughout the country. A variation of Milwaukee's "creative crews," the red-vested task force of 56 traffic operating officers, experts in conventional and TOFC traffic (including specialists in coal, lumber, plywood, grain, meat, perishables, and export-import traffic), was split into 28 teams of two men—a local man and a man from the destination area for whatever traffic they were to solicit. Each team carried a service portfolio with schedules, rates, maps, pictures and other details necessary to service a shipper "on the spot."

● **Stunts staged.** Arrival of the Red Vests in Chicago April 11 got good coverage in Chicago newspapers with carefully managed news stunts like having the Red Vests come out of a brand new Milwaukee box car, crowning Jan Jordan (Miss Photoflash of 1964) with an engineer's cap as "Miss XL Special," and "feathering" Margo Spinker (Miss Photoflash of 1963) as "Miss Thunderhawk."

The Red Vests rolled up their sleeves and went to work right away, with the "Boss," Mr. Quinn, setting the pace. (Mr. Kremer, Milwaukee's top sales officer, who suffered a broken leg on the eve of the blitz, had to supervise the unusual operation via telephone from a hospital bed.)

● **Packed schedules.** When the Red Vests "hit the bricks," April 13, a formidable amount of work was mapped out. Ahead were 2,400 calls on individual shippers in the Chicago area, 18 luncheons and dinners for traffic managers of various groups including city shippers, lumber and plywood shippers, and receivers, importers and exporters, fresh meat and packinghouse shippers, coal and coke dealers, perishable traffic shippers and receivers and others. Additionally, there were two cocktail parties for potential Milwaukee customers who did not fit into the invitation lists for the luncheons and dinners.

● **Returns begin.** As the Red Vests —headquartered in a downtown Chicago hotel—went after traffic, day after day, enthusiasm mounted. A sales "barometer" kept everybody posted with the campaign's progress. An ebullient salesman, early in the campaign, checked in with 17 carloads of freight—new business off the highway. Other sales teams began getting concrete and immediate results as they

Heading home after blitz, John M. Fortman, left, traffic manager mid-East region (Detroit), compares Red Vest blitz results with Don M. Wiseman, Milwaukee's New York traffic manager.

preached the gospel of what Mr. Kremer defined as "the many new, economical, fast and convenient services now being offered by railroads."

Mr. Kremer, over the telephone from his hospital bed, voiced his strong enthusiasm to the Red Vest forces: "I strongly feel that railroads today are equipped to provide a greatly improved service over that of only a few years ago. If given the opportunity they can solve almost any shipping problem."

And, judging from results, shippers thought so, too.

New business brought in by the Red Vest crews covered paper, paper products, petroleum products, perishables, export-import traffic and many other products. Basic commodities of considerable importance to Milwaukee's traditional traffic mix—lumber and coal —reflected strong gains as the Red Vest campaign went on.

● One shipper yanked a half-million pounds of butter formerly going by highway every month and routed it by rail.

● A monthly move of twelve loads of frozen French fries got switched out of trucks into mechanical reefers.

● Chemicals from a Chicago plant —three or four loads per month—were switched from highway transport to TOFC.

● Several vans of cookies per month formerly hauled by truck went to Milwaukee TOFC.

● Eight loads of frozen cured meats per month will now travel west via TOFC instead of over the highway.

● Nineteen TOFC loads of advertising signs will move via Milwaukee in the next two months that would otherwise have gone by truck.

More than a thousand calls on Chicago area shippers were made by the Red Vest crews the first week. And, while "cash register results" ran spirits high at Red Vest headquarters as the sales barometer rose upward, some side benefits began appearing quite early. Traffic for other Milwaukee trains besides the XL-Special and the Thunderhawk began pouring in as shippers, confronted with a team prepared to talk in dollars and specific service, did the arithmetic that resulted in switching a wide variety of traffic from truck to rail.

● **Weekly post mortems.** On April 18, a Saturday, and on the Saturday after the sales blitz ended April 24, the Red Vest crews gathered for an intensive analysis of what had been accomplished. Calls, each carefully described on cards, were discussed—though, obviously, it would be weeks before a thorough analysis of the entire campaign's calls could be made. Plans and sales strategy for the next week's work were mapped out.

When the two-week blitz ended—and Milwaukee's sore-footed salesmen headed for home to traffic offices throughout the country (many of them still wearing their red vests and ties)—the road's officers were convinced that it was well worth the money, the time and the sore feet. Contacted by phone at the hospital, Mr. Kremer expressed satisfaction with Milwaukee's zesty experiment in selling rail service.

● **Service has real meaning.** "From my point of view the success of the effort is evident from the sizeable volume of new traffic which we've already obtained—despite the fact that many of the shippers we have told our story to are men we have been doing business with for years," he said.

"Obviously our faster service has real meaning for them. I think the many other details of service which the Red Vest campaign has given us an opportunity to work out for them also had an important bearing on results. From any point of view it is apparent it has been a successful effort."

● **More traffic ahead?** Just how successful the wave of Red-Vested salesmen was in selling Milwaukee service to Chicago-area shippers won't be known for some time. Important though the traffic is that was written up by the Red Vests—quiet individual consultations going on with major shippers and industries in the weeks ahead (triggered by the visits of the Red Vest crews) could result in additional business that will surpass even the substantial tonnage already on the books as a result of the campaign. ■

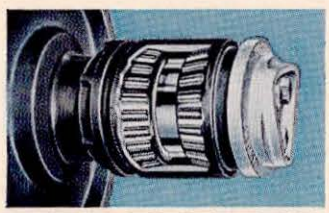
Timken® bearings help keep L&N unitized trains on schedule

This Louisville & Nashville unitized train—loaded with 5,100 tons of coal in Paradise, Ky.—will unload at Widow's Creek, Ala., in 12 hours. In another 12 hours, it will have returned the 225 miles to Paradise to load up again.

High-speed, continuous operations like L&N's can't be delayed by hot boxes. Or hindered by high operating and maintenance costs. So L&N uses Timken® "AP" tapered roller bearings on the axles of these big hoppers.

Timken bearings are now averaging over 100 million miles between setouts due to overheating—a record in bearing performance.

They reduce terminal inspection time, too, for better on-time freight delivery.



When you ship via "Roller Freight", you can plan on dependable, delay-free shipping.

The Timken Roller Bearing Company, Canton, Ohio. Manufacturers of Tapered Roller Bearings, Fine Alloy Steel and Removable Rock Bits.

QUALITY TURNS ON HEAVY DUTY TIMKEN® TAPERED ROLLER BEARINGS

RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

PASSENGER-MINDED SHIPPERS—A chief executive tells me his phone has been busy with calls from shippers, seeking his opinion on the likelihood of a railroad strike. And, rather surprisingly, he said that the concern many shippers revealed was quite as much for the continued operation of commuter trains—to get them to and from their offices—as it was for uninterrupted freight service to move their products.

This passenger situation is certainly an anomaly—railroads attracting attention for a phase of their business that is strictly a side-line (often an expensive one). It is as if a young lady were attracting masculine attention, solely on the basis of her millinery—her other attractions being merely taken for granted.

The scale of values the public attributes to various phases of railroad service is quite different from the scale (i.e., earnings) that railroad managements, as businessmen, must use. A railroad could make itself quite popular by giving high-grade passenger service at a heavy loss—and wind up in the hands of the courts. If there's an easy answer to this dilemma, I've never seen it.

TRANSPORT MODES COMPARED—AAR's Philip Hollar has sent me a copy of the Association's mimeographed volume entitled "Collection of Certain Transportation Statistics"—which compares traffic, earnings, financing and other significant figures for the various modes of transportation. The Association has been issuing these compilations for several years now; and each year they become more comprehensive and informative.

The numbers which reveal the heavy inroads other agencies of transportation are continuing to make in their shares of available traffic do not offer railroaders any grounds for complacency. If the brethren, who are negotiating work rules changes and wage demands with the railroads, were in full possession of all this information, their attitude might be somewhat less extravagant.

There's nothing going on here that a small degree of equitable treatment for railroads, at the hands of government, could not easily correct. But anyone who says that the railroads are doing quite all right, as is, raises questions as to his possession of all his marbles!

THE IMAGINATIVE 'FUTURAMA'—The General Motors people kindly invited me to a preview of their display at the New York World's Fair—and a very impressive layout it is indeed. The central feature of the presentation is the "Futurama," which vividly portrays probable technological progress in the years ahead—especially in space, underseas and lunar exploration; and in transportation, with principal emphasis on highways. The exhibit also encludes actual samples of company products, including a GP-35 locomotive, cut away to display interior workings.

That Futurama affair is, of course, a follow-up of its predecessor at the 1940 World's Fair, which turned out to be a pretty accurate prediction of what highway developments were going to be.

MORE ON COWCATCHERS—AAR's Tom Sinclair has answered (from the 1940 AAR Quiz Book) the question of the origin of the cowcatcher. The inventor was Isaac Dripps, employed by the pioneering Camden & Amboy. The new railroad had cow trouble, and first used a small truck supporting two spears—which was fatal to the cows, but did not protect the locomotive. Dripps next tried a cross-bar, something like a present-day automobile bumper, but that didn't get the cows off the track either. So the wedge-shaped cow-remover was developed, and soon became standard.

OIL FIRM BOOSTS URBAN TRANSIT—Those gasoline people in Boston—the Janney firm—have revived their newspaper advertising campaign to promote urban transit by rail.

"As a gasoline supplier, we are all for more and more automobiles"—their advertisement reads in part—"but we also know that congested highways . . . cannot handle the ever-increasing car population."

The Janney people urge the public to urge their law-makers to support legislation to provide for extension of rail transit lines in the Boston area, as "the only hope for solving the transportation crisis."

Northeast rail losses: a dilemma

New England transportation men have been sharply reminded that rail freight service is bound to be strongly affected by the serious New England rail passenger problem.

In a speech delivered before the New England Chapter of the American Society of Traffic and Transportation, ICC Commissioner William H. Tucker emphasized that New England traffic engineers concerned primarily with freight operations had better be thoroughly informed of the crisis in New England rail passenger service.

The connection is simple: "In recent years," Mr. Tucker said, "Boston & Maine's freight profits have been insufficient to offset passenger deficits by more than a nominal amount. The New Haven has been actually losing money in its freight operations. . . . New England must face the fact that, while the nation's railroads as a whole are showing significant gains in freight revenue ton-miles of freight, New England railroads are showing losses."

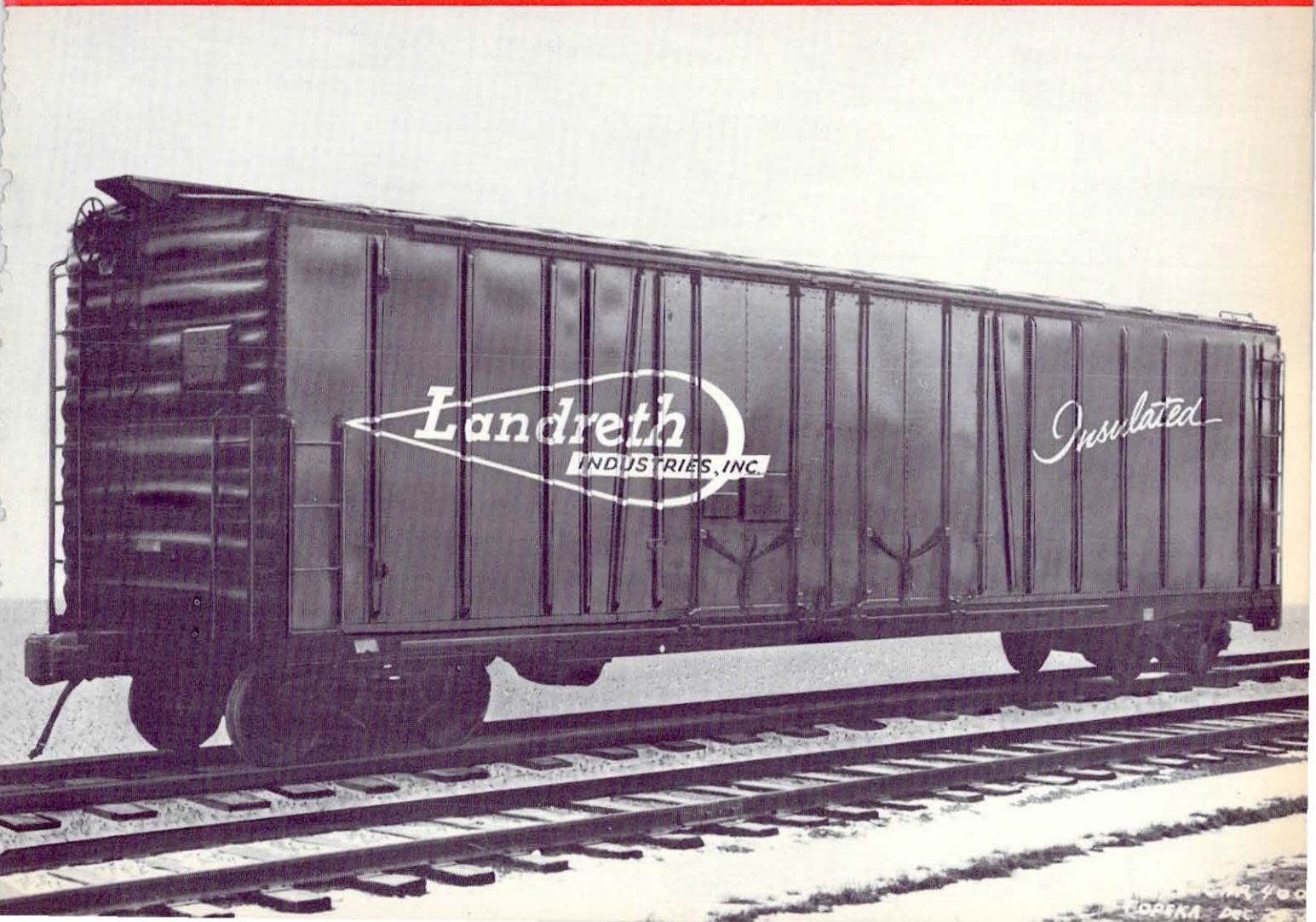
● **Core of the problem.** Mr. Tucker described what he called "the first and biggest roadblock"—the commuter problem. Huge deficits have prompted both the B&M and the New Haven to petition the Massachusetts Department of Public Utilities to allow them to end all intrastate passenger service to and from Boston.

According to Commissioner Tucker, "the demise of the B&M commuter service would convert 13,000 regular railroad passengers into regular highway users. Cessation of the New Haven's commuter service would send many more thousands of people both in Boston and New York scurrying for their automobiles. . . . If the two New England railroads should end their relevant passenger service in this area, then the urban transit problems, which will grow to a peak by 1970, will be utterly and completely insurmountable.

"The rail freight business . . . will no longer be a crutch for passenger service. . . . Rail commuter service in Boston and New York has placed in great jeopardy a fundamental asset of the entire New England community: the freight-carrying capacity of two of the major New England railroads."

Mr. Tucker concluded with an appeal for more positive action on all governmental levels. ■

Landreth's pre-molded Urethane foam panels provide the first revolutionary design in insulated box cars and reduce manpower and speed car building



Dateline Chicago

Landreth pre-molded Urethane foam panels offer Greater capacity, Greater payload, Greater insulation efficiency

Through years of research and development, Landreth engineers have perfected the most efficient Urethane Panel available today.

The New, Landreth Pre-Molded Urethane Foam Panels enable railroads and carbuilders to build a better car faster, with less man hours in their own shops. The new Landreth System enables the builder to provide a urethane foam car without the necessity of installing special machinery and costly facilities.

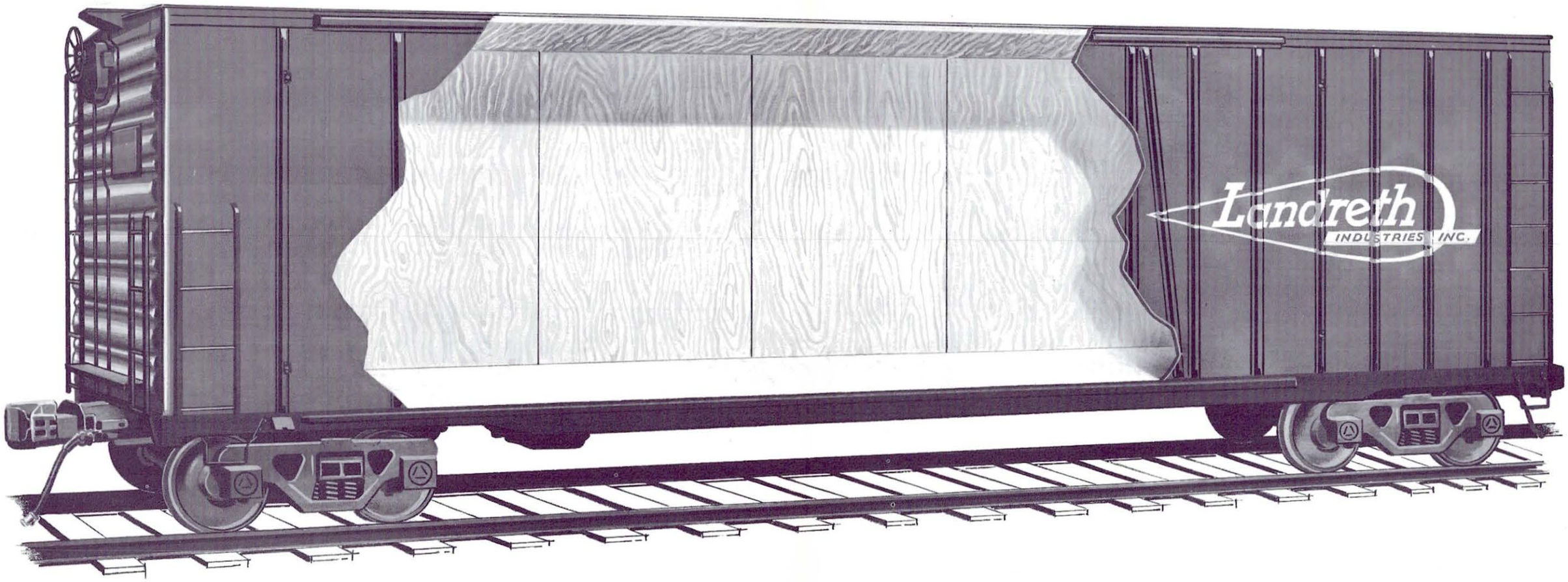
By using the Landreth System, the builder can realize a savings, and still provide the user with a more efficient insulated box car.

Landreth Pre-Molded Urethane Panels provide superior insulation while using only one-half as much material as conventional insulations. Thus, more cubic content can be obtained without increasing the size of the car.

Only 14 panels are required per car, cut to size and ready to bolt into place—6 for the sides and ends, 2 for the doors, 3 for the ceiling, and 3 for the floor. An effective fastening system provides fastening without the normally associated heat losses. After installation, the car is completely sealed by using a Urethane Foam Seal System, developed by Landreth Industries. Landreth technicians provide on-the-job instruction for the entire installation and sealing operation.

Landreth pre-molded Urethane foam panels can make your insulated box cars the pride of the fleet

The first completely insulated car



★ Installation of Landreth's Pre-Molded Urethane Foam panel is simple and quick. Panels are moved into production line on flat cars and lifted into cars by cranes.

★ Only 14 panels per car—panels are pre-trimmed, complete and ready to bolt into place for the sides, ends, ceiling, floor and doors.

★ Insulation thickness is reduced by one-half over conventional insulation materials.

★ A unique and effective fastening system provides fastening without the normally associated heat loss.

★ Three completed ceiling sections ready to bolt into place.

★ Three completed floor sections ready to bolt into place.

★ Landreth utilizes urethane foam machines to seal the car—insuring a complete air-tight car.

More cars are equipped with Landreth pre-molded Urethane foam panels than any other panel available on the market today

- ★ Take advantage of Landreth engineering and research staffs. The Landreth specialists can engineer and design a car to suit your needs that can be built in your own shops.
- ★ Now you can free capital that would normally be invested in special facilities, research, laboratories, engineering, and labor.
- ★ Our modern plant, operating under controlled laboratory conditions, insures proper processing to provide the highest quality panel available on the market today.
- ★ Seven foam machines equipped to provide uniform volume and temperature control of the feed streams insure fast and efficient production. By combining engineering know-how, trained personnel, modern research facilities, and quality materials, Landreth now offers the industry the most efficient pre-molded Urethane Foam Panel available today!
- ★ Landreth Industries is taking advantage of all the recent advances in technology.

Landreth pre-molded Urethane foam panels are number one today

Landreth Pre-Molded Urethane Foam Panels provide a lower K factor, as low as 0.11 (BTU's/sq. ft./hr./°F/in.) at 70 degrees as compared to 0.23 for conventional insulation. Over 90% of Urethane cells are closed. Thus, locking out moisture.

Landreth pre-molded Urethane foam panels also offer these features:

- No Air Infiltration
- No Localized Hot Spots
- Non-Burning Foam
- Easy Repairs
- Seamless Vapor Barrier
- Greater Thermal Efficiency
- Thinner Walls
- Completely Pre-Fabricated
- Guarantee No Voids
- All Seams and Bolt Holes Sealed
- No Moisture Absorbtion
- Odor Free and Non-Toxic
- Fungus and Rot Proof
- Added Structural Rigidity
- Improves With Age—Does Not Deteriorate
- Fire Proof
- Does Not Split or Settle From Road Vibration or Temperature Change

Highest quality controlled Urethane material on the market today

Landreth INDUSTRIES, INC

LANDRETH INDUSTRIES, INC.
2100 Greenwood Avenue • Evanston, Illinois • Phone: 328-2062

Social lag slowing technical advances?

Technological advance is a public blessing, says C&O's Owen Clarke. The job is to make sure it is not a private curse, he tells a conference of railway electrical and mechanical engineers.

The rapid advance of railway technology in recent years could well be stifled by a failure to solve the sociological problems which such progress involves, says Owen Clarke, Chesapeake & Ohio vice president. Mr. Clarke, speaking on April 15, told a Joint Railroad Conference, conducted by electrical and mechanical engineers, that technological thrust must be balanced against the human resistance equation if railroads are to grow.

● **'Exploding technology.'** Automation, containerization, integral trains, and improved car and locomotive components—examples of what Mr. Clarke called "exploding technology"—were discussed during the two-day Cleveland meeting sponsored by the Railroad Division of the American Society of Mechanical Engineers and the Land Transportation Committee of the Institute of Electrical & Electronics Engineers.

That the constant frustrations involved with introducing scientific developments on the railways has not slowed such development is "a genuine tribute to the skill and patience of the engineering personnel associated with our industry," Mr. Clarke said.

"The most important factor in the creation of ideas is a favorable climate," he continued. "It is in a stimulating atmosphere that railroad technologists should be working today to design the transportation plant of tomorrow. . . . Railroad management is now of a mind to give the engineer greater freedom to seek creative ideas and to step up research programs. Engineers enjoying this freedom and having this incentive will find a way to build superior transportation."

The time is now ripe for ground lost sociologically and technologically to be regained and for present problems to be changed into positive programs, Mr. Clarke said.

Along with a revision of national transportation policy, such as enactment of H.R. 9903 would make possible, Mr. Clarke said the problem of obtaining the benefits of mechanization and automation, while mitigating the human consequences of displaced labor, must be resolved. "The extent to which the fruits of technological improvement can be enjoyed will depend on how well the human relations problems are handled . . . Technological advance is a public blessing. Our task is to make sure it is not a private curse."

Mr. Clarke cited examples where the time lag in sociological change is preventing realization of the full benefits of technological advance. Typical is the fireman position on diesel locomotives. Others are automatic yard classification systems and the computerization of clerical operations. All have created labor-relations problems.

● **Other problems.** Discussions at the meetings revealed numerous technical problems which, as yet, are not fully resolved. One of these is containerization.

More use of containers

Containerization, properly applied and given sufficient impetus by all those involved in the logistic process, seems destined to play a much larger role in domestic transportation. A. J. Gellman, director of planning, North American Car Corp., told the meeting that carriers, shippers, receivers, equipment manufacturers and government agencies will all be involved in setting the pace of containerization.

● **Systems approach needed.** "One must always keep in mind that the objective of containerization is to produce, for the shipper, transportation and distribution services at the lowest possible total cost," Mr. Gellman explained. "Desperately required is a systems approach. All involved in component development, management and operation must be aware of the total systems character of such activities. Containerization means more than placing goods in a container. It is a technique of transportation and distribution which involves not only the container, but also methods of handling, of accounting and of control, and the publication of rates and charges."

Pointing out that the growth rate of containerization in the 1960's has dropped below that of the late 1950's, Mr. Gellman said that this mode of transport is at a "crossroads." The current status of containerization in terms of today's equipment service and rates, he added, may have already achieved nearly all the possible economies.

"Unless all carriers handling containers specialize in doing those jobs which they do best, the total cost of handling containerized freight cannot reach [lower levels] which will expand demand," he warned. "One of the reasons that water-borne container movements have grown so dramatically is that the role of the ocean carrier has been defined if only by the enforced limitation of points between which vessels can be operated. Sizeable ships simply cannot call everywhere on a route. They must rely on other modes of transport for the gathering and distribution of containers. Such water carriers have been forced to define precisely the role they will play.

● **'All things to all men.'** "Unfortunately, the great majority of carriers have not defined their own roles quite so precisely, far too many trying to be all things to all men." Many railroads, offering all-rail service to every city, town and freight station on their routes fail to capitalize properly on their primary competitive advantage: the line haul operations between "load centers" where substantial volumes of container traffic can be developed. While it is frequently claimed that containerization forces a marriage of the various transport modes by forcing each to do the job of which it is most capable, this is not now fully realized.

"It is imperative," Mr. Gellman said, "that carriers redefine their own positions, determine their own comparative advantages in container transport and handling, and concentrate on doing those things they themselves do best."

He cautioned that, in the "hardware" area, there must be much more careful selection of transport vehicles and containing structures. Standardization can be overemphasized and actions of regulatory agencies can have undue and, at times, unfortunate influence on equipment design. Some very "containerizable" freight is being moved in other ways because shippers do not always seek the "lowest total cost" solution to their transportation problems.

"There is really no clear-cut understanding as to just what types of freight under various logistic conditions lend themselves particularly well to containerization," according to Mr. Gellman. "Little effort has been expended to stimulate such movements and thus determine the relative advantages and disadvantages of containerization for various kinds of traffic under various conditions." ■

ALASKA

Railroading in the 49th state

Alaska Railroad, recovering quickly from March 27 earthquake, is cooperating with new sea-rail car transfers to give its state the benefit of lower rates and faster service.

Train barges plying the Inland Passage from Seattle, Wash., and Prince Rupert, B.C., to Whittier, Alaska, have already lowered Alaska's notoriously high prices. By the end of this summer, when more barges and a freight-carrying steamship are added to the fleet now in Alaskan service, residents of the 49th state will probably have even greater cause for economic rejoicing.

The new services represent a doubly fortunate turn of events. They will be bringing to Alaska the benefit of cheaper and faster transport just in time to aid its recovery from the earthquake of March 27.

● **First link.** Nearly two years ago, on May 18, 1962, the first Canadian National "Aquatrain" barge arrived at Whittier from Prince Rupert. A Lehigh Valley gondola car loaded with steel from Bethlehem, Pa., and a CN flat car carrying lumber became the first "foreign" cars to roll on ARR tracks.

This historic event marked the first linkage of the Alaskan railbelt with the rest of the North American railway system. Although the railbelt extends only from Whittier and Seward on the Kenai Peninsula north through Anchorage to Fairbanks, a relatively short distance of 470 miles in this massive state, it serves the vast majority of the state's population excluding the relatively populous Southeastern Panhandle.

The two CN barges were joined on Aug. 10, 1963, by the "Clair Engle," a 30-car-capacity "Hydro-train" barge operated by Puget Sound-Alaska Van Lines out of Seattle. This connects the Alaska Railroad with its counterparts in the "South 48" through a U.S. port.

A second PS-AVL barge, the 342-foot, 42-car "Kenai," was launched Dec. 11, 1963, and the nearly identical 352-foot "Palmer" in March. (The latter was damaged by explosion shortly after its launching and before it was delivered, but is now being repaired and is scheduled to leave Seattle on its first voyage on May 20.) A fourth barge is due to go into service about July 1, and a fifth around July 15. With all five barges operating, PS-AVL estimates that it will be able to serve Whittier in about six days' transit time from Seattle.

Most recently (RA, March 30, p. 10) the Great Northern, the Milwaukee, the Northern Pacific and the Union Pacific have joined with Alaska Steamship Company to inaugurate a car-ship service between New Westminster, B.C., and Whittier. Using an 18-knot vessel with a capacity of 56 cars on enclosed decks, they plan a seven-day round-trip schedule. The ship itself will be operated by Alaska Trainship; the New Westminster terminal facilities by Delta Alaska Terminals.

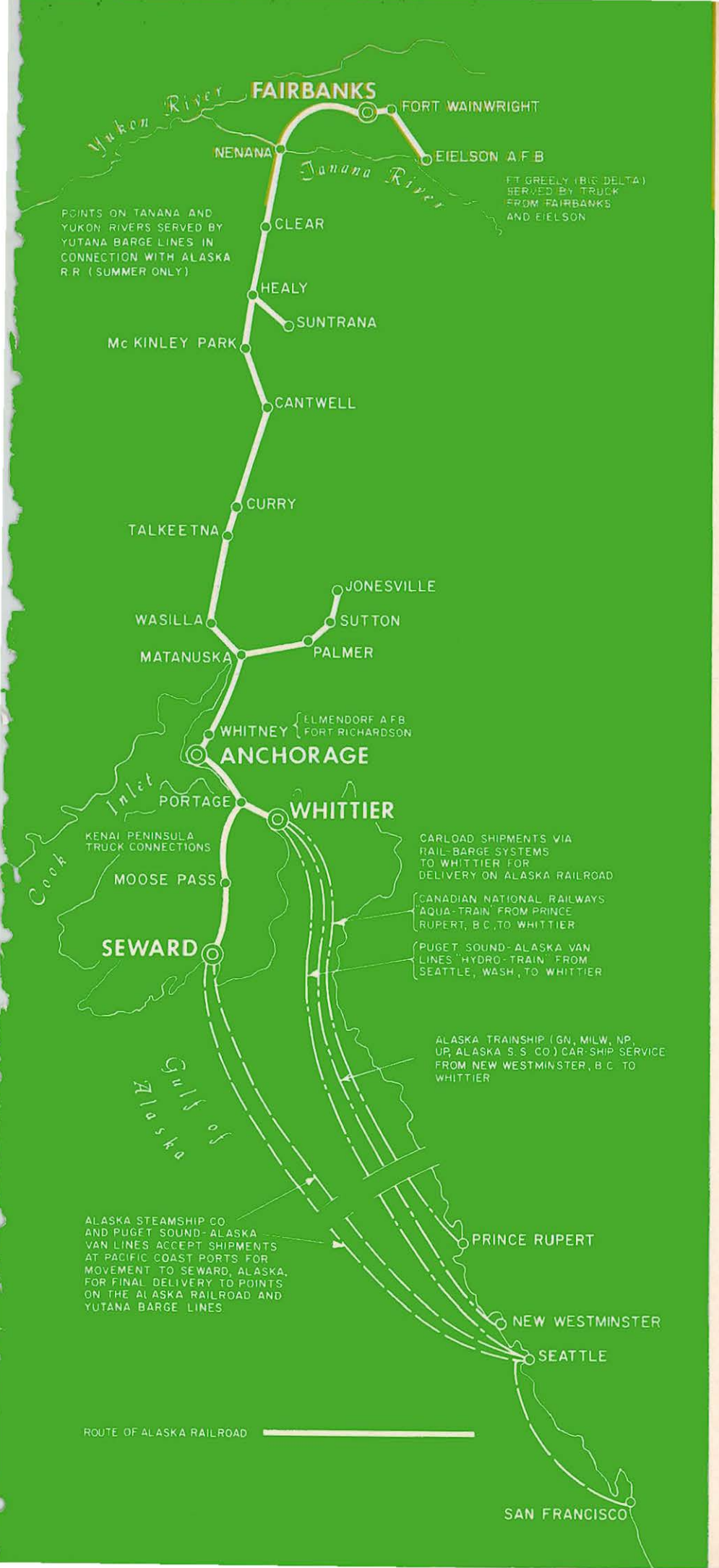
● **Lower prices.** John E. Manley, general manager of the Alaska Railroad, reports that the new sea-rail links have decreased prices of many commodities, and particularly of canned foods, in Alaskan stores. But the full potential savings from actual trans-shipment of cars have not yet been realized.

"Rates made possible by the sea-rail service become attractive at carload weights, but it has been a slow job educating Alaskan shippers to this fact," he explains. "Acceptance of the savings inherent in this volume shipping has been slow, but is now picking up. We have tried to encourage the ordering of mixed carloads, to take advantage of the full-car rates."

Because of Alaska's small population, businessmen have not always been able to get the benefits of large-volume ordering, Mr. Manley continues. Anchorage, the state's largest city, has less than 100,000 people within a 10-mile radius, and Fairbanks, the second city, can claim only 40,000 within a similar circle. These two areas, however, include more than half of the 248,000 residents estimated for the state by the U.S. Census Bureau as of July 1, 1963.

For these reasons, Mr. Manley points out, receivers of freight have had little need to order more than 60,000 pounds at a time—less than half of what can now be advantageous.

A further deterrent to full utilization of lower rates is the lack of freight forwarders' or shippers' associations in Alaska. At present, there are none operating within the state. "I have never seen an area that could use forwarders better. I don't think any place in the United States has so many small orders," Mr. Manley says.



He hopes the day soon will come when Alaskans generally will have the advantage of full or partial prepay rates, and can enjoy prices similar to those paid by consumers in older states. "As we get more full carloads shipped up here, I think we can get broader prepay benefits from suppliers in the South 48," he says. (Although the days when a loaf of bread sold for 75 cents, a quart of milk for a dollar and a dozen eggs for up to $2.50 have disappeared, prices for everything from canned goods to building supplies still range up to 50% higher than in other states.)

● **Many modes of transport.** Many cities outside the railbelt, such as Nome and Barrow, still have to be supplied by air—except to the extent that their year's needs can be built up by boat during the short summer season of open navigation. Kodiak, and other island-located points, are served by steamship, or by a combination of air and water. Some of the more isolated areas, even today, are still supplied by freighter dog teams. Lower transportation costs to Anchorage or Fairbanks, however, have resulted in reduced prices in the outposts, too. Prior to the Good Friday earthquake, at least, even lower prices were in prospect for Kodiak with the planned inauguration this summer of a ferry service between the island and the mainland.

● **Changing patterns.** Already quite noticeable, says Mr. Manley, is that Alaska's sources of supply have shifted. Now freight is being ordered direct from the supplier. "More and more we are getting packaged foods from the Midwest, chickens from the mid-South and steel direct from Pennsylvania."

Until a few years ago almost nothing went to Alaska except via Seattle, or, occasionally, other West Coast ports. There it was unloaded from rail cars and reloaded onto ships. In northern ports it was again unloaded and reloaded onto the Alaska Railroad. Prices were quoted to Seattle, and the added cost of all this extra handling and transportation had to be assumed by the Alaskan buyer.

Now with this excess handling eliminated, prices are not only cheaper but the service is faster. "An Alaskan company ordering steel, for instance, now gets the same benefits accorded any other user by a highly competitive supplier. The order will be on its way within a day or two and sent right through without long delays en route," Mr. Manley explains. "The supplier looks upon an Alaskan order as just as urgent as one from anywhere else, and this is a big change for us here."

Long delays in supplying Alaska with even the basic necessities have often been overlooked for the more

dramatic statistic of high costs. But to Alaskans, these long delays, or even doing without, have been just as annoying as high prices.

Now with more frequent service the delays should be shortened. Retailers who once had to limit stock in order to keep a good supply of the most wanted items will now be able to cut their backlogs of fast-moving items and carry more variety.

● **Southbound.** Despite greatly depressed southbound rates, the car barges and ships make their return trips with mostly empty freight cars. Exports of canned fish, one of Alaska's principal products, fall far short of equaling the volume of imports—and near-future output seems certain to show a sharp drop because of heavy quake-caused damage to the fishing fleets. In any case, most of the fleets and canneries are in the Southeastern Panhandle, on Kodiak Island, and on the Alaska Peninsula around Bristol Bay, and none of these areas are served by rail. The Panhandle wood-pulp producing centers of Ketchikan and Sitka are likewise outside the railbelt and necessarily ship by water.

This one-way haul problem extends to the ARR, too. The railroad's southbound cars return to Anchorage from Fairbanks almost empty—another indication that nearly everything is ordered in. Little goes out.

For that reason, units of the ARR's pre-quake fleet of nearly 2,000 freight cars are not likely to become, soon, a frequent sight on railroads in the other states or in Canada. At least two gondolas, however, have traveled as far afield as Texas over the Southern Pacific, under agreement for their immediate return as soon as unloaded. Several other ARR cars have seen local service around Seattle.

Free southward movement of ARR cars is further hampered by the fact that not all of them have trucks which can be accepted in interchange service. It is planned, however, to replace these trucks on about 100 cars per year, and as this program progresses interchange may become more common.

The ARR, incidentally, pays standard per diem rates for foreign cars moving in Alaska. The payments are made to the Canadian National or Puget Sound-Alaska Van Lines, and they, in turn, settle with other railroads involved.

● **Containerization and piggyback.** Prior to advent of the sea-rail services, the ARR was a great exponent of containerization (RA, Aug. 31, 1959, p. 34). Even now, a very substantial proportion of all its traffic (excluding local coal) is in trailers or containers on flat cars, according to Mr. Manley.

The new sea-rail operations have just about absorbed the increased freight to Alaska, he continues. Last year, 263,000 tons of container or TOFC traffic moved into Seward aboard Alaska Steamship Company or Puget Sound-Alaska Van Lines ships. This is a decrease of only about 3,000 tons from previous years.

Richard H. Bruce, ARR assistant general manager, estimates that (pre-quake) about five tons of trailerized or containerized freight were landed at Seward for every two tons of car-ship freight at Whittier.

Neither officer thinks the new sea-rail services have been in operation long enough for them to be able to predict what, if any, effect they will have on containers or trailers. Probably not until all present or prospective services have been running for a while under normal conditions will it be possible to know. The uncertainty is compounded by the fact that containerized freight was normally handled through Seward, which was more badly damaged by the earthquake and will be out of service longer than Whittier, which is the main port for the car-barge services.

Alaska, however, has been expanding rapidly, and there could be room for car, container and trailer operations at their present—or even increased—levels. As recently as March 24, for example, Alaska Steamship Company announced the departure from Seattle for Seward of its first full vanship, the converted 10,000-ton "Tonsina." This and other vessels give Alaska Steam "the capability of carrying more than 13,700 24-foot units annually on the basis of a one-way haul only on the Seattle-Seward run." A major portion of this traffic is expected to move inland over the ARR.

In any event, Mr. Manley says, the sea-rail services have cut the ARR's expenses a bit. It has always owned many of its own containers, and without the sea-rail services it would have had to purchase many new ones by now, he explains.

Alaska's 4,000-mile highway system is about seven times the length of ARR's 539 miles of operating trackage. But only 1,000 miles are hard-surfaced, and, except for a few small towns, the roads only reach by a much more circuitous route the same areas served by ARR. Weather conditions, particularly the spring thaws, often require truckers to cut loads down below profitable limits even on the state's best highways.

Thus, ARR container and piggyback operations have had from the start enthusiastic support of Alaskan truckers. Without the railroad, the truckers would frequently have had to suspend their service.

● **Direct connections?** Alaskans — with the possible exception of the most ardent sourdoughs who feel the "Last Frontier" is already too civilized—dream of a direct link between their state and the South 48.

Almost since its completion, the Alcan Highway has fallen far short of being the ideal connection. This 1,523-mile road is gravel for most of its entire length, being hard-surfaced only for 225 miles between the Alaska-Yukon border and Fairbanks. Facilities are far apart and prices high. On dry summer days the road is a dust bowl; even few Alaskans, probably, would dare to battle the winter's extreme cold or the spring's thaws on the Alcan. It remains primarily a tourist road and not a commercial highway.

Because of these climatic problems, paving of the Alcan for its whole length seems unlikely to most Alaskans. Therefore, many of them look upon a rail link as their best hope for a speedy,

QUICK RECOVERY

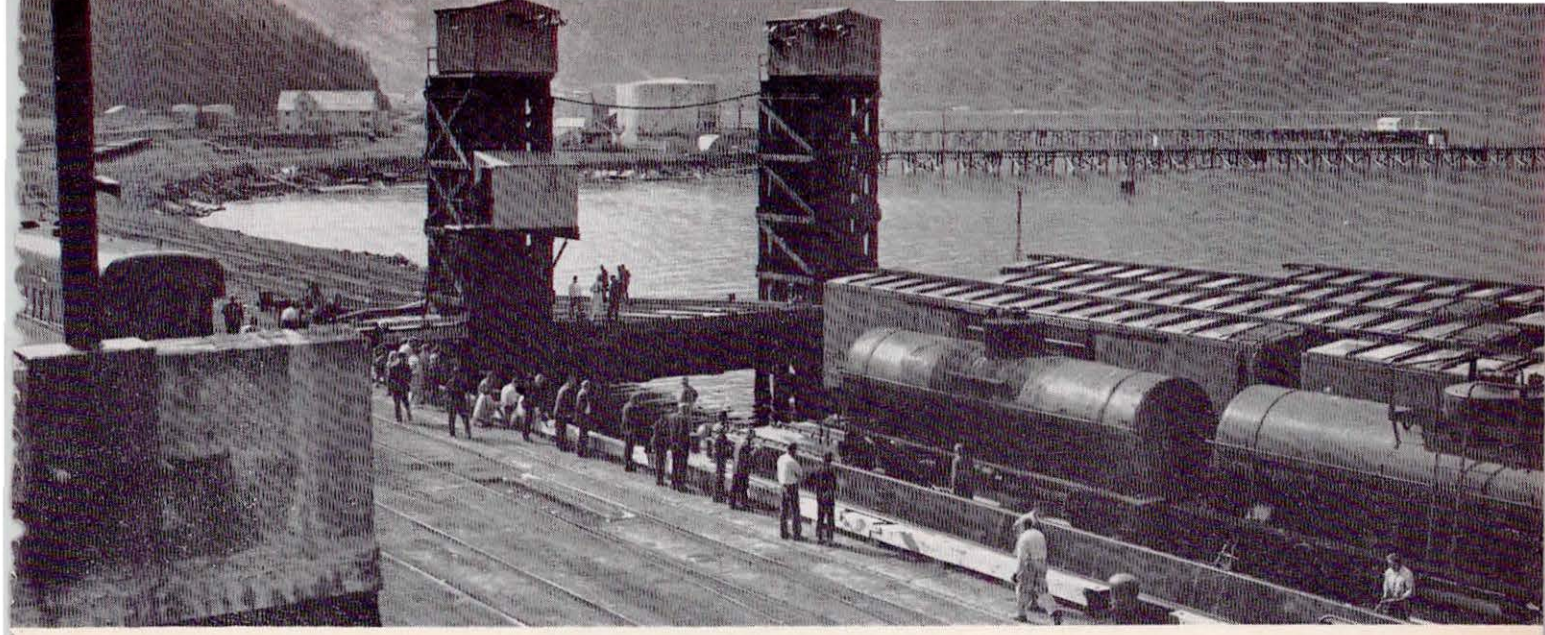
In the finest tradition of railroading, the Alaska Railroad has made a fast comeback from the damage it suffered because of the March 27 earthquake.

Its first operational train from Anchorage to Fairbanks went through on April 6, about a week ahead of schedule. Service to the rail-barge transfer port of Whittier was resumed on April 20—and would have been restored sooner except for post-quake water damage to track at Portage. Only hard-hit Seward was without virtually normal service as this issue of Railway Age went to press.

Special factors behind the railroad's quick recovery, over and above efforts of management and officers, were:

- Full cooperation of employees. The Brotherhoods of Railroad Trainmen and Locomotive Firemen & Enginemen offered, for instance, to do "any necessary jobs"; waived all penalty rules that stood in the way.
- Availability of substantial sums of cash accrued by the railroad itself through depreciation charges and net earnings during its recent years of profitable operation. So far, at least, the ARR's rehabilitation has been wholly self-financed; there has been no appropriation of general government funds for that purpose.
- Loan by the Armed Forces and by private industry of emergency equipment—as examples, a 100-ton floating crane from the Army for use at Whittier; 100 43-foot log flat cars from the Great Northern.

The immediate objective has been to replace facilities in kind—"to get the railroad back where it was before." Permanent improvements, if needed, and purchase of equipment to replace that destroyed by the earthquake, will be given later consideration.



"Clair Engle," first of five car barges to be operated by Puget Sound-Alaska Van lines, docks at Whittier.

all-weather connection with the rest of the continent.

Mr. Manley echoes these feelings. "We don't need it now, but if we could begin planning for it now, chances are we'd have it when we did need it. Planning and building something like this would take years."

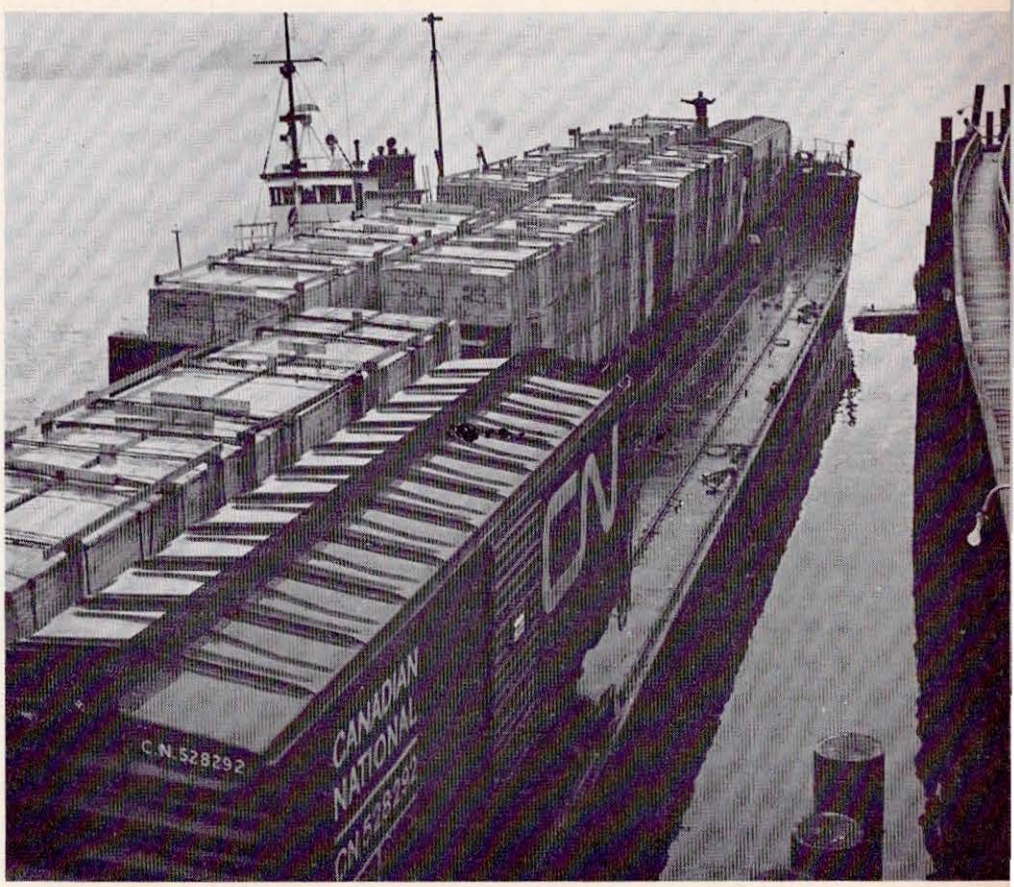
● **Routes studied.** To date, several studies have been made of proposed routes. One of the most recent suggests extending ARR tracks from Eielson Air Force Base, near Fairbanks, southeast, presumably toward Whitehorse and the White Pass & Yukon Route—a 110-mile, 3-foot-gauge line connecting Skagway in the Alaskan Panhandle with Whitehorse in Canada's Yukon Territory. ARR officers, however, do not agree with this proposal.

The short stretch of ARR track from Fairbanks to Eielson, 26 miles, is the roughest on the line, Mr. Manley says. This area, like much of Alaska, is plagued with perma-frost—permanently frozen ground just under the surface. Perma-frost is a problem all along the ARR, but is compounded in the area around Fairbanks. That region will have temperatures as low as 74 degrees below zero in winter, and yet swelter under a 90-degree sun that never sets in summer. Few areas in the world are subject to such temperature extremes, and the constant thaw and refreezing of surface materials causes track slippage.

With construction by the CN of a rail link, already under way, to Great Slave Lake in the Canadian Northwest Territories, Mr. Manley sees the promise of an eventual Alaska-U.S. route through Canada. He points out that, on some alignments, it could be a short 240 miles for the ARR to tie in with a Canadian line if one were built to the border.

● **ARR pays its way.** The ARR is

Alaska Trainship Corp.'s "Alaska" soon will offer weekly round-trip service.



Canadian National inaugurated car transfer from Prince Rupert in 1962.

Commenting on the general operation of the Alaska Railroad, General Manager Manley says: "I guess everyone has a model. The Bangor & Aroostook is ours, mainly because it is comparable in size and has similar problems of climate and one-way hauls. I don't know that they would be flattered, but they are the railroad we look to."

the only major government-owned common-carrier railroad in the United States. It is a bureau of the Department of the Interior, with headquarters in Anchorage and assistants to the general manager in Washington, D.C., and Seattle. The general manager reports directly to the Assistant Secretary of the Interior for Public Land Management.

The railroad is under a mandate to operate on revenues. Since 1956, Mr. Manley says, it has requested neither operating nor capital improvement appropriations from Congress. It does, however, require authorization of the House Subcommittee on Appropriations for expenditures, and it reports to the Bureau of the Budget on capital improvements.

During the last fiscal year (July 1, 1962-June 30, 1963) ARR revenues were $14,893,839. Expenses, including depreciation charges of $2,154,729, came to $14,608,432. Resulting net income was $285,406, up $32,306 from the previous year.

During fiscal '63 the railroad carried 1,449,133 tons of revenue freight, an increase of 1,137 tons over fiscal '62. Revenue passengers totaled 63,682, down from the previous year's figure of 67,417. Revenue per passenger increased, however, so total passenger revenues for the 1963 fiscal year were $14,000 higher than in fiscal '62.

By executive order of April 26, 1963, the ARR was required to file its rates with the Interstate Commerce Commission. Prior to that time, the ICC had no jurisdiction over the road's tariffs. This, however, has made no difference, Mr. Manley says. "For years our rates were filed with the ICC and were in line with it. The one big change it has made is one we have welcomed. It has given shippers a forum where they can protest our rates if they wish."

• **Employment.** The line employs about 950 people, but many of them are seasonal workers, since weather restricts track maintenance to about two months during the summer.

Most standard railway craft unions are represented among ARR's full-time employees, but as government personnel they are bound not to strike the line. Wage contracts are tied to those negotiated by the Northern Pacific, plus a cost-of-living differential based on Department of Labor statistics for Alaska. All ARR employees, including office staff, are exempt from the competitive appointment procedures of civil service. They do, however, enjoy Civil Service fringe benefits related to vacations, sick and annual leave, workmen's compensation, retirement pay, etc.

ARR was an early exponent of containerization for the handling of freight.

• **Unique role.** Defense continues to be one of the mainstays of the Alaskan economy, with one out of every five residents in the state there as a result of military orders. As a federal railroad, the ARR must serve, and maintain a potential to serve, a logistics function. The four largest military bases—Fort Richardson and Elmendorf Air Force Base outside of Anchorage, and Fort Wainwright and Eielson AFB outside of Fairbanks—are along its right-of-way.

Over and above its military value, the ARR has had and continues to have a unique role in the development of Alaska.

By 1914, when the Enabling Act authorizing the government to construct and operate a railroad in Alaska was passed, nearly a score of privately-owned lines had already been planned or begun in the territory—and most had failed. Only the first, the WP&Y, with only 20 miles in Alaska, is still operating.

The first impetus for railroads came with the Klondike gold strike in 1896. The gold fields were accessible only by the arduous trip up the Inland Passage to Skagway, and thence overland to Whitehorse and the navigable headwaters of the Yukon River, or by the lengthy sea route across the Gulf of Alaska and through the Bering Sea to the mouth of the Yukon.

But it was the discovery of the coal fields of the Matanuska Valley that brought sound railroading to Alaska. In July 1923 President Warren G. Harding drove near Nenana the golden spike that completed construction of tracks from tidewater at Seward through the coal fields to Fairbanks, the heart of Alaska and the gateway to the Arctic.

An incident to the development of the railroad was the founding of the city of Anchorage. Much to the displeasure of Seward, the railroad chose the present site of Anchorage as its headquarters, and from the tent city construction camp developed Alaska's largest city.

• **356 miles, 75 stops.** When the fertile Matanuska and Tanana Valleys were opened to homesteaders, the ARR assisted by hauling supplies in and produce out as needed and at preferential rates. Even today, its trains make many more flag stops than scheduled ones. As many as 75 stops have been made in a single 356-mile run between Anchorage and Fairbanks. Only nine are scheduled.

It is not hard to find along the railroad's right-of-way such un-railroadlike sights as baby beds, stoves and food put off the local baggage car to await pick-up by homesteaders and trappers, many of whom may have to come several miles by snowshoe or dogsled in winter, or by boat in summer, to get their goods.

A train will stop to pick up a single crate of chickens from a homesteader waiting along the tracks, or to deliver the week's grocery order that a trapper's wife has tossed aboard. The train crew drops such orders off—usually at Talkeetna, where most residents of the area have a charge account—and then delivers the orders on the return run.

During the summer scheduled trains run daily, taking tourists to Mt. McKinley National Park, but with only twice-weekly service during the winter it takes careful planning to shop by railroad.

But the ARR always tries to cooperate, because it realizes that — except perhaps for its military logistics function—development of this isolated state is its most important job. ■

B&O's Product Planning Bureau

Basic objective is to improve over-all freight service to meet shippers' distribution needs.

"The only product a railroad has to sell is service. That service—the railroad's 'product line'—is a combination of the trains it runs and the cars it provides. But, for reasons of both cost and capacity, no railroad can offer an infinite 'product line.' It can't operate an infinite number of trains. It can't supply an infinite variety of cars. Thus, it has to determine what particular 'product line,' in terms of trains and cars, will maximize its profits."

That philosophy, outlined by William Bamert, assistant vice president—marketing, is what underlies creation by the Baltimore & Ohio of a new Product Planning Bureau (RA, March 2, p. 35).

Basic objective of the new bureau is to improve the railroad's over-all freight transportation service and augment its competitive pricing policies so as to meet more effectively the distribution needs of B&O shippers. To this end, the bureau is specifically charged with establishing commercial specifications aimed at:

— Refining train operations.
— Improving equipment supply.

Bureau staff members will study the distribution requirements of shippers, and propose adjustments of car supply and train schedules to fit those needs. Additionally, they will make continuing checks on the service which is actually being performed to see how it compares with the service which the railroad is selling or which it ought to be providing.

● **'Blueprint.'** "You might say," Mr. Bamert explains, "that we hope to draw up commercial specifications for the kind of service the railroad needs to provide. In other words, we are going to try to blueprint our product, to find out just what that product should be, and also what it actually is by comparison with the blueprinted ideal."

So far, he adds frankly, the Product Planning Bureau itself is still somewhat in the planning stage. Though other railroads may have sought the same results the new bureau is intended to provide, only a few have set up separate organizations. None (so far as the B&O knows) has yet succeeded in completely accomplishing these objectives. That puts the B&O in the not unusual, for it, position of being up with the pioneers in the field.

The bureau will definitely function as part of the B&O's expanding Marketing Department, with Mr. Bamert as its acting head, and under the general direction of Charles J. Henry, Jr., vice president—marketing. But its internal organization, as now established, may be changed in the light of future experience and necessity. The initial objective is to keep the organization as small and as simple as possible.

Presently, the bureau has two sections —Equipment Planning and Transportation Planning—in actual operation. A third section—Distribution Economics —will probably be added.

● **Equipment planning.** The Equipment Planning Section now has two equipment managers who report to the director. They, in turn, have two assistants, one with a mechanical background and one with a sales background. One of the managers, John F. Dunseth, Jr., is primarily responsible for open-top and bulk materials cars. The other, Robert P. Fetter, deals with standard and specialized box and auto rack cars.

The section's basic assignment is to study market demands and recommend the types, sizes and numbers of cars best suited to the needs of B&O shippers in terms of the total distribution cost concept. It will not be particularly concerned with routine day-to-day distribution of cars, but, working with the Transportation and Sales Departments, will seek methods for improving equipment availability.

Close liaison

Necessarily, the Equipment Planning Section will work closely with the railroad's Mechanical Department, to insure coordination of desirable commercial specifications with safety and economical maintenance.

● **Transportation planning.** The transportation planning manager, Robert A. Sharp, has the primary responsibility of studying possible adjustments of train schedules to meet shipper demands. His section will be expected, for example, to explore more thoroughly such questions as: Why do we schedule trains as we do? Do our present trains meet the needs of major customers, at origin, intermediate and destination points? Do they meet the requirements of traffic, and particularly of special types of traffic—TOFC, perishables, etc.? What, if any, changes can be made to serve additional customers or attract new types of business —or better to serve existing customers or traffic? What is our actual performance, and how does it compare with our advertised service?

Finding, and implementing, answers to these and other similar questions will necessarily require close liaison between the Transportation Planning Section and the railroad's Operating Department, with its basic responsibility for safety, economical operation, and crew and motive power assignments.

● **Distribution economics.** The PPB's third section—contemplated but not yet activated—is labeled "Distribution Economics." It will be staffed with men tentatively designated as "project engineers," whose assignment will be to work with shippers on reducing over-all distribution costs from production center to consumer. These men will, it is expected, work closely with claims prevention forces. Behind this anticipated liaison is the theory that, when a shipper has a known problem, e.g., loss or damage, its discussion provides easy entree for consideration of broader matters, such as packaging, materials, handling, loading, schedules, etc.

● **'Projects.'** Ultimately, it is hoped that Product Planning Bureau personnel will set up projects which will pull together the various elements of a business problem—product, pricing and sales. Successful completion of a project would mean that the railroad's service and rates on some particular traffic would be so precisely adjusted to each other and to the needs of the traffic that both railroad and shipper would gain.

A "project," Mr. Bamert explains, may range anywhere from a comparatively brief, simple, one-man job to a major undertaking requiring an extended period of time, and involving a team of men from different departments. Development of the unit coal train, a transportation concept in which B&O was a leader in the field, and which required a series of tests spread over some 18 months, could be considered as a "project," but one which was considerably bigger than most.

A project, in other words, may be "big or little, long or short." It may require working with an individual shipper, with an entire industry, with a city or a geographical region—and quite possibly with other railroads.

The Product Planning Bureau is considered to be "a logical step in further implementation of the B&O's marketing concept." It expects to make substantial use of facts developed by the railroad's market research studies. But it will use the results of those studies as tools for its own product planning work—not as ends in themselves. ■

Railroad men can reduce the L&D problem by:	Shipper ranking	Railroad ranking
Better educating railroad men for L&D prevention	1	1
Getting more L&D-preventing equipment	2	4
Cooperating with shippers for secure shipments	3	5
Getting better L&D information	4	2
Getting more L&D prevention manpower into the struggle	5	3
Better policing of claims	6	7
Getting L&D information to L&D prevention men sooner	7	6
Shippers can help combat the L&D problem by:		
Better packaging, packing and loading techniques	1	2
Frank shipper-receiver-railroad discussions and joint action	2	1
Closer adherence to AAR L&D prevention recommendations	3	3

Shippers tell how to fight damage

Industrial traffic men feel better education is most important, but they also want more damage-preventing cars, better handling.

Shippers agree with railway men that the most important single step carriers can take to cut freight loss and damage is better education of personnel. But there are some definite differences of opinion as to the relative importance of other possible approaches to the growing problem.

Areas of both agreement and disagreement were revealed by last month's Traffic Poll (RA, March 30, p. 63), addressed to railway claims prevention officers, and this month's Poll, sent to industrial traffic managers.

The rankings accorded by the two groups to various suggested preventive measures are shown above.

Most significant field of disagreement seems to concern damage-preventing equipment. Carrier respondents put an increased supply of cushion-underframe, load-protecting, and similarly equipped cars only fourth on their list. Shippers placed such equipment second —and very nearly at the top. It was ranked first, in fact, by more individual shipper respondents than was any other single step; and it also drew more special comment.

Among damage-prevention measures not specifically listed on the Poll ballot, shippers mention better handling of cars, both in yards and on the road. They anticipate good possibilities for improvement, too, in closer shipper-carrier cooperation. On the other hand, and with some exceptions, they apparently see less need than do railroad men for better information or more manpower.

● **More damage-proof cars.** In one of many shipper comments on the need for more damage-preventing equipment, R. H. Rutledge, traffic manager, Olympia Brewing Co., Olympia, Wash., says:

"We know through experience that proper equipment, along with proper use of it, is one secret to claim prevention. For the past several years we have used only damage-preventing type cars. Our damage ratio per car has dropped considerably, even though the packages being shipped are the same as those we shipped previously in plain box cars."

"We have had fine success with cushion-underframe cars. We think this type of equipment would do more for claim prevention than anything devised during the past few years," says H. P. Gabriel, general traffic manager, Hershey Chocolate Corp., Hershey, Pa.

L. E. Galaspie, director of traffic, Reynolds Metals Co., Richmond, Va., suggests that "equipping rolling stock with adequate vibration dampeners would solve a large percentage of damage claims now listed as due to unknown causes." And R. L. Travis, traffic manager, S. D. Warren Co., Westbrook, Me., thinks "considerable tonnage lost to trucks on account of damage could be recaptured with damage-preventing equipment."

Where "proper equipment" is available, it should be assigned "to large-damage shippers or to shippers of fragile merchandise," says W. Ege, distribution specialist, Archer-Daniels-Midland Co., Minneapolis.

One unidentified shipper says use of damage-preventing equipment "has materially reduced our losses. Based on our experiences, the extra expense of such cars certainly should, in a period of time, pay off."

These individual remarks seem clearly to point the way toward damage reduction on a broad scale. Yet there remains the "illogical" fact, pointed out by R. G. Scearce, traffic manager for the Apple Growers Association at Hood River, Ore.: "With more damage-free and cushion-underframe equipment, L&D claims have gone from $121,000,000 in 1962 to $135,000,000 in 1963."

● **What is wrong?** A lot of shippers, to judge from their comments, think the answer lies in poor handling of cars by the railroads.

G. R. Hubbard, GTM, Simpson Timber Co., Seattle, says the most important damage-reduction move for railroads is to "improve in-train handling of carload traffic." F. T. Day, traffic manager, Warner & Swasey Co., Cleveland, is "convinced that rough handling of equipment by train personnel is the cause of most loss and damage on the railroads."

Some of their colleagues, on the other hand, think the fault lies more in yards and terminals than on the road.

E. M. Burk, traffic manager, Wyatt Industries, Houston, believes, for example, "that 75% of damage is caused in terminal handling. I have witnessed too much of this myself," he adds. "Yard crews are the ones who need

B&O's Product Planning Bureau

Basic objective is to improve over-all freight service to meet shippers' distribution needs.

"The only product a railroad has to sell is service. That service—the railroad's 'product line'—is a combination of the trains it runs and the cars it provides. But, for reasons of both cost and capacity, no railroad can offer an infinite 'product line.' It can't operate an infinite number of trains. It can't supply an infinite variety of cars. Thus, it has to determine what particular 'product line,' in terms of trains and cars, will maximize its profits."

That philosophy, outlined by William Bamert, assistant vice president—marketing, is what underlies creation by the Baltimore & Ohio of a new Product Planning Bureau (RA, March 2, p. 35).

Basic objective of the new bureau is to improve the railroad's over-all freight transportation service and augment its competitive pricing policies so as to meet more effectively the distribution needs of B&O shippers. To this end, the bureau is specifically charged with establishing commercial specifications aimed at:

— Refining train operations.
— Improving equipment supply.

Bureau staff members will study the distribution requirements of shippers, and propose adjustments of car supply and train schedules to fit those needs. Additionally, they will make continuing checks on the service which is actually being performed to see how it compares with the service which the railroad is selling or which it ought to be providing.

● **'Blueprint.'** "You might say," Mr. Bamert explains, "that we hope to draw up commercial specifications for the kind of service the railroad needs to provide. In other words, we are going to try to blueprint our product, to find out just what that product should be, and also what it actually is by comparison with the blueprinted ideal."

So far, he adds frankly, the Product Planning Bureau itself is still somewhat in the planning stage. Though other railroads may have sought the same results the new bureau is intended to provide, only a few have set up separate organizations. None (so far as the B&O knows) has yet succeeded in completely accomplishing these objectives. That puts the B&O in the not unusual, for it, position of being up with the pioneers in the field.

The bureau will definitely function as part of the B&O's expanding Marketing Department, with Mr. Bamert as its acting head, and under the general direction of Charles J. Henry, Jr., vice president—marketing. But its internal organization, as now established, may be changed in the light of future experience and necessity. The initial objective is to keep the organization as small and as simple as possible.

Presently, the bureau has two sections —Equipment Planning and Transportation Planning—in actual operation. A third section—Distribution Economics —will probably be added.

● **Equipment planning.** The Equipment Planning Section now has two equipment managers who report to the director. They, in turn, have two assistants, one with a mechanical background and one with a sales background. One of the managers, John F. Dunseth, Jr., is primarily responsible for open-top and bulk materials cars. The other, Robert P. Fetter, deals with standard and specialized box and auto rack cars.

The section's basic assignment is to study market demands and recommend the types, sizes and numbers of cars best suited to the needs of B&O shippers in terms of the total distribution cost concept. It will not be particularly concerned with routine day-to-day distribution of cars, but, working with the Transportation and Sales Departments, will seek methods for improving equipment availability.

Close liaison

Necessarily, the Equipment Planning Section will work closely with the railroad's Mechanical Department, to insure coordination of desirable commercial specifications with safety and economical maintenance.

● **Transportation planning.** The transportation planning manager, Robert A. Sharp, has the primary responsibility of studying possible adjustments of train schedules to meet shipper demands. His section will be expected, for example, to explore more thoroughly such questions as: Why do we schedule trains as we do? Do our present trains meet the needs of major customers, at origin, intermediate and destination points? Do they meet the requirements of traffic, and particularly of special types of traffic—TOFC, perishables, etc.? What, if any, changes can be made to serve additional customers or attract new types of business —or better to serve existing customers or traffic? What is our actual performance, and how does it compare with our advertised service?

Finding, and implementing, answers to these and other similar questions will necessarily require close liaison between the Transportation Planning Section and the railroad's Operating Department, with its basic responsibility for safety, economical operation, and crew and motive power assignments.

● **Distribution economics.** The PPB's third section—contemplated but not yet activated—is labeled "Distribution Economics." It will be staffed with men tentatively designated as "project engineers," whose assignment will be to work with shippers on reducing over-all distribution costs from production center to consumer. These men will, it is expected, work closely with claims prevention forces. Behind this anticipated liaison is the theory that, when a shipper has a known problem, e.g., loss or damage, its discussion provides easy entree for consideration of broader matters, such as packaging, materials, handling, loading, schedules, etc.

● **'Projects.'** Ultimately, it is hoped that Product Planning Bureau personnel will set up projects which will pull together the various elements of a business problem—product, pricing and sales. Successful completion of a project would mean that the railroad's service and rates on some particular traffic would be so precisely adjusted to each other and to the needs of the traffic that both railroad and shipper would gain.

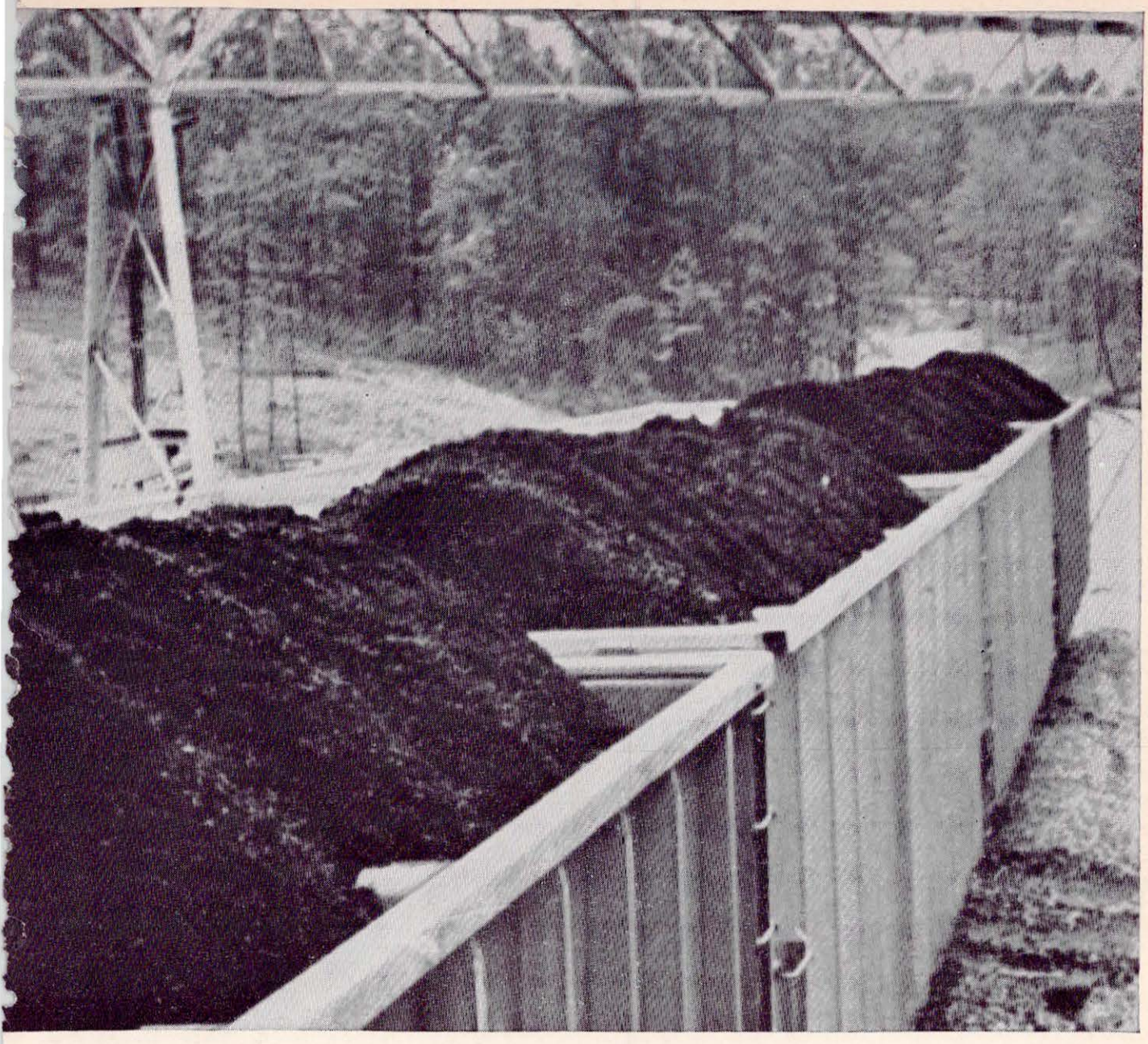
A "project," Mr. Bamert explains, may range anywhere from a comparatively brief, simple, one-man job to a major undertaking requiring an extended period of time, and involving a team of men from different departments. Development of the unit coal train, a transportation concept in which B&O was a leader in the field, and which required a series of tests spread over some 18 months, could be considered as a "project," but one which was considerably bigger than most.

A project, in other words, may be "big or little, long or short." It may require working with an individual shipper, with an entire industry, with a city or a geographical region—and quite possibly with other railroads.

The Product Planning Bureau is considered to be "a logical step in further implementation of the B&O's marketing concept." It expects to make substantial use of facts developed by the railroad's market research studies. But it will use the results of those studies as tools for its own product planning work—not as ends in themselves. ■

Up to 40 additional tons of payload

Southern Railway's gondolas—made with Reynolds Aluminum—average 6,490 ton miles daily...reduce the number of cars needed on a daily run...effect important savings in maintenance...plus switching, loading, weighing and unloading time.



ride in every aluminum car

The roughest daily service of the Southern Railway System is handled by a fleet of cars made with Reynolds Aluminum.

Day in, day out each of these lightweight (but rugged) cars carries 100 to 110 tons of coal (vs. 70 tons for conventional cars) between mines at Parrish and Maylene, Alabama, and the steam generating plant at Yellowleaf, Alabama.

This amounts to 6,490 ton-miles per day for each aluminum car, which is seven times the national average!

Because aluminum cars swap dead weight for extra payload, Southern is able to service this daily run with fewer cars and cut down on switching, loading, weighing and unloading time. Maintenance costs are practically nil. After four years of rough, dirty coal-hauling duty, for example, not a single aluminum car has been down for repairs or has required a wash job or a protective coating. Southern Railway has proved that rustfree aluminum can take any punishment the railroad can dish out—and come back gleaming.

It all adds up to more profit per car per day for the railroad—and faster, more economical service for the customer. *Reynolds Metals Company, PO Box 2346-TM, Richmond, Virginia 23218.*

REYNOLDS
where new ideas take shape in
ALUMINUM

Watch the Richard Boone **Reynolds Aluminum Show,** Tuesday nights, NBC-TV.

Railroad men can reduce the L&D problem by:	Shipper ranking	Railroad ranking
Better educating railroad men for L&D prevention	1	1
Getting more L&D-preventing equipment	2	4
Cooperating with shippers for secure shipments	3	5
Getting better L&D information	4	2
Getting more L&D prevention manpower into the struggle	5	3
Better policing of claims	6	7
Getting L&D information to L&D prevention men sooner	7	6
Shippers can help combat the L&D problem by:		
Better packaging, packing and loading techniques	1	2
Frank shipper-receiver-railroad discussions and joint action	2	1
Closer adherence to AAR L&D prevention recommendations	3	3

Shippers tell how to fight damage

Industrial traffic men feel better education is most important, but they also want more damage-preventing cars, better handling.

Shippers agree with railway men that the most important single step carriers can take to cut freight loss and damage is better education of personnel. But there are some definite differences of opinion as to the relative importance of other possible approaches to the growing problem.

Areas of both agreement and disagreement were revealed by last month's Traffic Poll (RA, March 30, p. 63), addressed to railway claims prevention officers, and this month's Poll, sent to industrial traffic managers.

The rankings accorded by the two groups to various suggested preventive measures are shown above.

Most significant field of disagreement seems to concern damage-preventing equipment. Carrier respondents put an increased supply of cushion-underframe, load-protecting, and similarly equipped cars only fourth on their list. Shippers placed such equipment second —and very nearly at the top. It was ranked first, in fact, by more individual shipper respondents than was any other single step; and it also drew more special comment.

Among damage-prevention measures not specifically listed on the Poll ballot, shippers mention better handling of cars, both in yards and on the road. They anticipate good possibilities for improvement, too, in closer shipper-carrier cooperation. On the other hand, and with some exceptions, they apparently see less need than do railroad men for better information or more manpower.

● **More damage-proof cars.** In one of many shipper comments on the need for more damage-preventing equipment, R. H. Rutledge, traffic manager, Olympia Brewing Co., Olympia, Wash., says:

"We know through experience that proper equipment, along with proper use of it, is one secret to claim prevention. For the past several years we have used only damage-preventing type cars. Our damage ratio per car has dropped considerably, even though the packages being shipped are the same as those we shipped previously in plain box cars."

"We have had fine success with cushion-underframe cars. We think this type of equipment would do more for claim prevention than anything devised during the past few years," says H. P. Gabriel, general traffic manager, Hershey Chocolate Corp., Hershey, Pa.

L. E. Galaspie, director of traffic, Reynolds Metals Co., Richmond, Va., suggests that "equipping rolling stock with adequate vibration dampeners would solve a large percentage of damage claims now listed as due to unknown causes." And R. L. Travis, traffic manager, S. D. Warren Co., Westbrook, Me., thinks "considerable tonnage lost to trucks on account of damage could be recaptured with damage-preventing equipment."

Where "proper equipment" is available, it should be assigned "to large-damage shippers or to shippers of fragile merchandise," says W. Ege, distribution specialist, Archer-Daniels-Midland Co., Minneapolis.

One unidentified shipper says use of damage-preventing equipment "has materially reduced our losses. Based on our experiences, the extra expense of such cars certainly should, in a period of time, pay off."

These individual remarks seem clearly to point the way toward damage reduction on a broad scale. Yet there remains the "illogical" fact, pointed out by R. G. Scearce, traffic manager for the Apple Growers Association at Hood River, Ore.: "With more damage-free and cushion-underframe equipment, L&D claims have gone from $121,000,000 in 1962 to $135,000,000 in 1963."

● **What is wrong?** A lot of shippers, to judge from their comments, think the answer lies in poor handling of cars by the railroads.

G. R. Hubbard, GTM, Simpson Timber Co., Seattle, says the most important damage-reduction move for railroads is to "improve in-train handling of carload traffic." F. T. Day, traffic manager, Warner & Swasey Co., Cleveland, is "convinced that rough handling of equipment by train personnel is the cause of most loss and damage on the railroads."

Some of their colleagues, on the other hand, think the fault lies more in yards and terminals than on the road.

E. M. Burk, traffic manager, Wyatt Industries, Houston, believes, for example, "that 75% of damage is caused in terminal handling. I have witnessed too much of this myself," he adds. "Yard crews are the ones who need

education along this line." Mr. Ege agrees. "Improved handling of cars in switching terminals" is called for also by C. A. Marves, transportation department manager, Line Material Industries, Milwaukee.

G. E. Roeder, TM, Portland, Ore., Produce Merchants Association, makes the broader statement that "there still seems to be too much lack of responsibility on the part of rail employees." Mr. Gabriel says much the same thing.

"We have not seen enough evidence that carriers attempt to get to the source or cause of damage as thoroughly as they should and could," comments G. O. Wilson, general traffic manager, Gamble-Skogmo, Inc., Minneapolis.

● **Remedies.** Possible cures for poor car handling are the subject of several comments. J. L. Miller, general traffic manager, Birdsboro Corp., Birdsboro, Pa., calls for "closer policing of switching speeds within yards to insure adherence to regulation speeds."

R. H. Heilman, director of transportation, A. O. Smith Corp., Milwaukee, and some other respondents, suggest more use, and better observance of, "fragile" or "do not hump" cards.

Another way to reduce rough handling in movement of cars lies in "spot checks at connections to pinpoint responsibility for damage and permit prompt preventive action," according to R. G. Longmoore, traffic manager, Detrex Chemical Industries, Detroit. N. C. Zollar, general traffic manager, Lincoln Electric Co., Cleveland, also thinks "inspections at junction points between railroads" would show where damage responsibility lies.

● **Motivation.** Frank Juranek, GTM, Clark Equipment Co., Battle Creek, Mich., suggests "seeking out a means of motivating operating people to perform their functions with the least rough handling possible."

Appeal to pride

The same "motivational" idea is advanced in more detail by A. C. Shaw, traffic manager, Curtis Companies, Clinton, Iowa.

"Next to increased pay," Mr. Shaw writes, "the pride of a railroad freight handler, and especially of trainmen, is very important. If this were elevated by claim prevention personnel, it would produce excellent results. Reports of reduced claim amounts might be furnished to each area in which certain men work, thereby appealing to their pride of accomplishment."

● **Shipper-carrier cooperation.** No matter, however, what improvements may be made in equipment, in car handling or in employee motivation, there remains plenty of room for better shipper-carrier cooperation if L&D is to be reduced.

Communication (between them) "is extremely important," in the opinion of R. A. Propf, general transportation manager, Geo. A. Hormel & Co., Austin, Minn. "If we cannot determine what's causing damage, it's difficult, if not impossible, to correct it."

There are various suggestions as to the precise forms such "communication" could take.

"Carriers might be specific," says W. G. Koplin, traffic manager, Salt Lake Hardware Co., Salt Lake City, "and call shippers' attention to poor packing practices." Somewhat similarly, D. C. Ward, transportation manager, Hoerner Boxes, Inc., Keokuk, Iowa, suggests that railroads "police shippers' packaging to see if they are following classification specifications . . . particularly as regards special cars or damage-protection devices."

Mr. Rutledge, quoted above, thinks "carriers need to place more emphasis on notifying the shipper when damage does occur." And A. C. Roy, general manager — traffic, Pennsylvania Glass Sand Corp., Pittsburgh, thinks "each claim payment of consequence should be personally delivered to the [industrial] traffic manager or department by a carrier sales representative for discussion on claim cause or control." D. H. Wetzel, GTM, American Olean Tile Co., Lansdale, Pa., agrees with Mr. Roy that "personal contact with railroad people is the first requisite (and special equipment the second) in solving L&D problems."

Mr. Zollar would have all L&D claims, field trouble reports, etc., "funneled through one central control point." This—especially if computers were utilized—would presumably help to achieve the objective advocated by H. E. Chapman, general traffic manager, S. S. Kresge Co., Detroit, of "an all-inclusive code to cover every claim." Development of something of that sort, Mr. Chapman adds, would help "to do the job best. Only when we know 'honest' and 'all' the facts can something be done to correct this senseless waste."

● **Other ideas.** Mr. Heilman thinks shippers should follow up periodically on arrival condition of all types of shipments; while Mr. Juranek would like to see "competent supervisors assigned to inspect finished loads prior to their release to the carriers."

Railroads could help by furnishing only clean cars, says C. P. Newsom, GTM, Burrus Mills, Dallas.

Mr. Zollar advocates greater use of pictures and of new "Impact-O-Graph" three-way recorders. These, he says, "are giving us important data on results of vertical and lateral movement, in conjunction with longitudinal impact, both in box cars and in piggyback."

Carriers might go so far as to refuse to handle shipments which continually provide claims, says R. P. Clinton, GTM, Minneapolis-Honeywell Regulator Co., Minneapolis. "It is high time," he adds, "that the shipping public does something about this economic waste, and not expect the carriers to provide all the answers."

● **Job for everyone.** On the whole, and despite differences of opinion as to specific detailed approaches, there would probably be a high degree of agreement with the idea that a really substantial reduction of L&D must be a cooperative effort, demanding the best from both shipper and carrier.

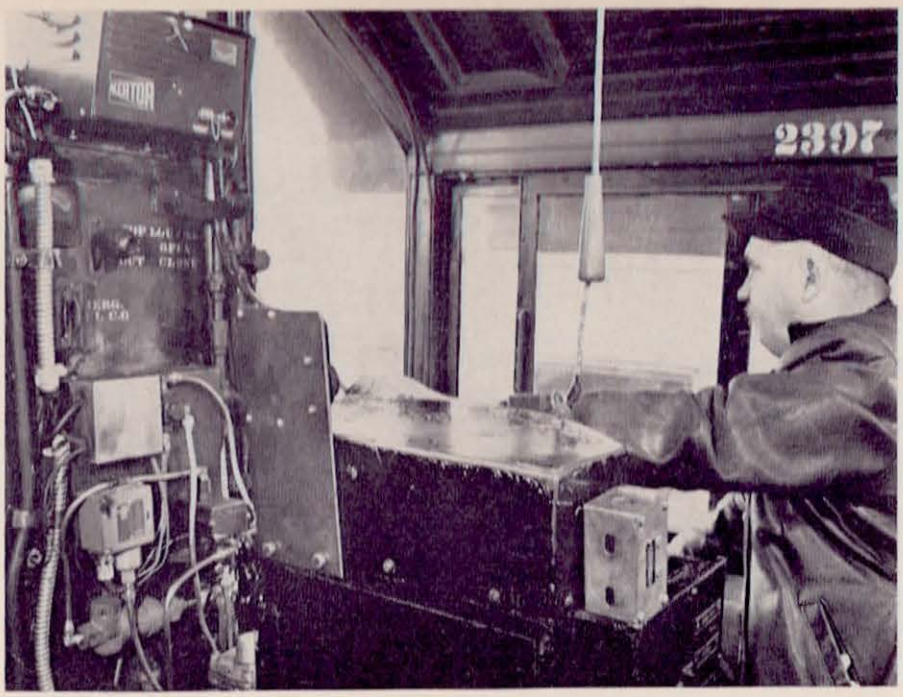
Generally, says G. W. Langston, general traffic manager, Crane Canada, Ltd., "major industry is putting much effort into the development of satisfactory packages and also loading and handling methods. Therefore, when failures occur, it is essential that proper avenues of approach are available for prompt and effective measures to correct a given situation."

"It is apparent that the necessity of trimming the claim ratio is of the utmost importance," comments R. S. Trittelwitz, traffic manager, Durkee-Atwood Co., Minneapolis. "This can only be done," he continues, "by carefully surveying the area of greatest concern in the claims field. If the greatest problem is with damage due to poor packaging, then an educational program with shippers is necessary. If the damage occurs from handling, then more efficient handling methods should be used."

The problem, in all too many cases, appears to be insufficient information as to just where the cause does lie—which points up the probable value of some of the suggestions previously quoted. And it seems to bring the ultimate answer back to what E. E. Allison, director of traffic, Anchor Hocking Glass Corp., Lancaster, Ohio, calls "the important thing . . . for both railroads and shipping public to concentrate on a program for elimination of causes of loss and damage." ■

Santa Fe installs locomotive controls

Alertness device safeguards train. It is being applied to 176 diesel locomotives.



Control operates only in absence of engineer's normal movements.

The Santa Fe will install Vapor's Alertor electronic alertness control on 150 switch engines at 18 major system points during the year. An additional 26 units will be applied to GP-35 diesel-electrics currently under construction.

The device is not new to the Santa Fe. The prototype was designed and developed by ATSF engineers in 1960. After laboratory tests, one freight and one passenger locomotive were equipped for road tests in 1961. When first brought to the attention of the railroad industry (RA, Dec. 10, 1962, p. 7) the control, had been in service for several months on 16 Santa Fe freight locomotives (four SD-24's, four FT's and eight GP-20's). The device was found to be efficient and effective and performance was described as satisfactory.

In early 1963, Vapor Corp. obtained exclusive world rights from the inventors to manufacture and market the device, with the Santa Fe retaining full rights for its own locomotives. Following the original concept of the control, Vapor engineered the equipment for production. The unit was enclosed in a box and a printed circuit was developed.

Vapor announced its perfected model, the Alertor, in April 1963. The first application was made to an Illinois Central EMD 600-hp switcher on Nov. 15, 1963 (RA, Dec. 9, p. 39). Since May 1963, when the first order for the Alertor was received from the Great Northern, Vapor has shipped 229 units out of total orders of 785. The balance are scheduled for delivery to some 30 to 35 railroads.

Installations on Santa Fe switch engines will be made at Chicago, Ill., Kansas City, Newton and Arkansas, Kan.; Fort Worth, Dallas, Houston, Cleburne, Sweetwater, Amarillo and El Paso, Texas; Albuquerque, Clovis and Belen, N.M.; Los Angeles, Richmond, Bakersfield and San Bernardino, Cal., and, later, at the road's other switching yards. ■

NRAA maps big exhibit for March 1965

A comprehensive exhibit of railroad maintenance-of-way equipment, devices and materials will be held at McCormick Place, Chicago, in March 1965. To be sponsored by the National Railway Appliances Association, the exhibition will be held in conjunction with the annual convention of the American Railway Engineering Association.

Dates of the exhibit are March 22 to 25, inclusive, with the convention scheduled to be held March 23-25. Headquarters for the meeting will be the Palmer House, but all business sessions will be at McCormick Place.

Announcement of the exhibition was made following a meeting of the board of directors of the NRAA on April 15. W. A. Enstrom, newly elected president of the NRAA, explained the reasoning behind the decision to have an exhibit in 1965. "Since the American Railway Progress Exposition in October 1963, the manufacturers have continued to make rapid progress in developing new and improved products," he said. "In the interest of keeping railroad men abreast of the many changes being made, our association considers it imperative to have a show in 1965."

Arrangements have already been made for the necessary exhibit space at McCormick Place, added Mr. Enstrom, who is general manager of Pettibone Mulliken's Railroad Division.

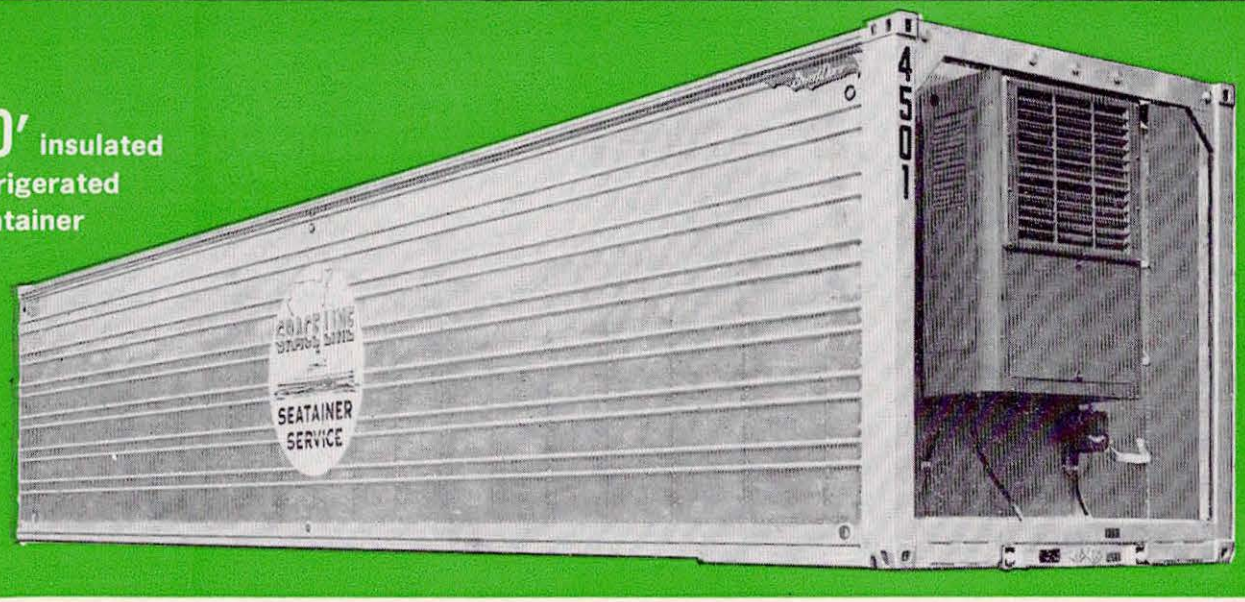
New officers of the NRAA were elected at the annual meeting in March, but they did not officially assume their responsibilities until the meeting on April 15. In addition to Mr. Enstrom, they are: Vice president—C. J. Miller, Poor & Co.; treasurer—G. W. Christiansen, Racine Hydraulics & Machinery, Inc.; secretary—R. J. Whalen, True Temper Corp. New directors are: R. A. Carr, Dearborn Chemical Co.; E. J. Powell, Railway Maintenance Corp.; M. S. Westlund, Main Line Equipment Co.; and F. O. Johnson, Colorado Fuel & Iron Corp. Other directors are J. P. Bowers, O. F. Jordan Co., Inc.; R. E. Keller, Kalamazoo Manufacturing Co.; and G. R. Betts (honorary), Metal Products Division, Armco Steel Corp.

It was also announced that Samuel C. Johnson, executive secretary of the NRRA and also of the Association of Track & Structure Suppliers, has retired but is being retained in a consulting capacity for a year. He has been succeeded as executive secretary of both associations by Ben A. Johnson (not related). ■

TAKE YOUR CHOICE

20′ dry freight container

40′ dry freight container



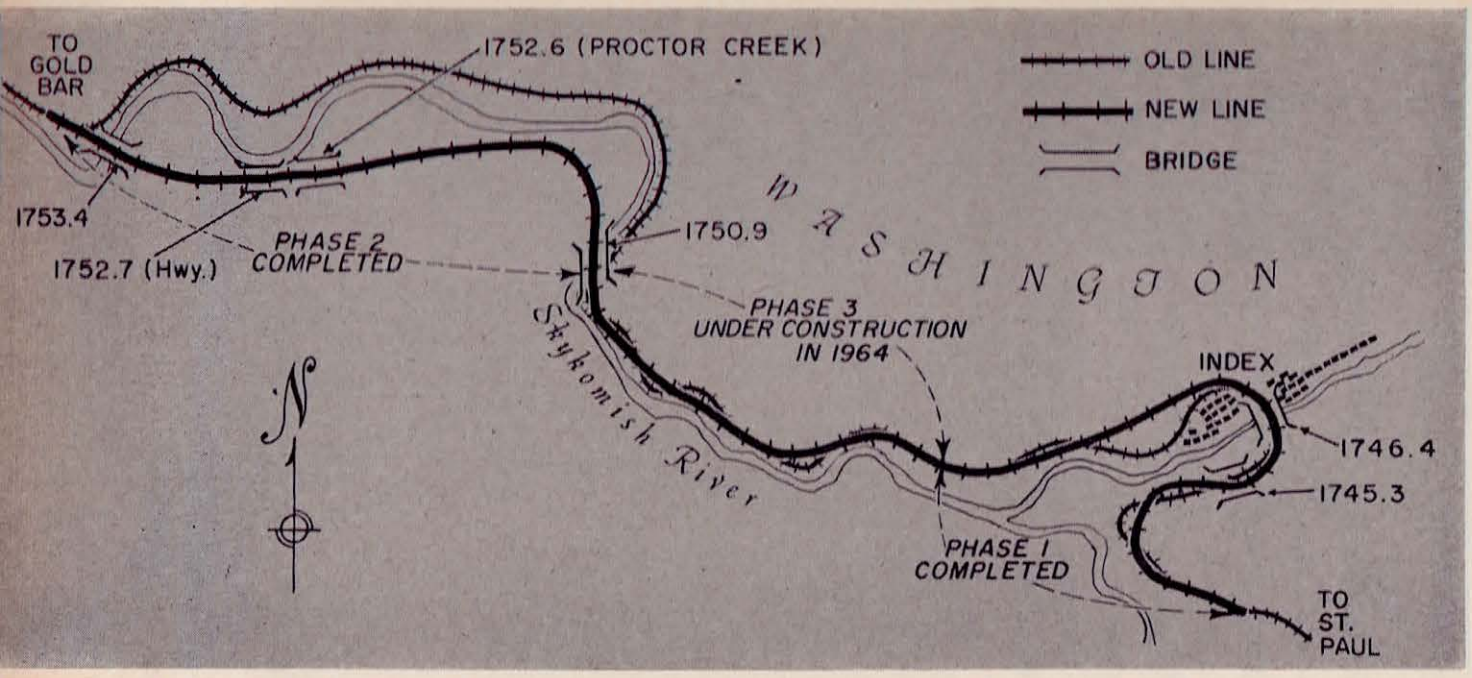
40′ insulated refrigerated container

Large or small, dry freight or frozen cargo, your requirements for containers can be filled by the experienced people at Great Dane who have built hundreds and hundreds of special containers. The Seatainer Service of Grace Line, Inc., for example, has put 1,000 Great Dane 20′ containers into service. Of more interest, what types of containers does your company need for its future service? The Great Dane staff is anxious to work with you to supply the types of Great Dane containers needed for your requirements. Write to C. F. Hammond, President, Great Dane Trailers, Inc., P. O. Box 1159, Savannah, Georgia. Learn about the extra quality built into Great Dane products.

GREAT DANE TRAILERS

SAVANNAH, GEORGIA

Quality is our product



The Index relocation is being built at an over-all cost of $5.75 million. A total of 664 degrees of central angle is being eliminated.

GN to begin $800,000 line job

Grading of a two-mile stretch near the center of a big line-relocation project will get under way this spring. The goal is to permit greater operating speeds over the territory.

Faster and better service is one of the ways by which the Great Northern is competing with other forms of transportation for transcontinental business. And, the road believes, if it were not for a long-range program of line improvements begun years ago, it could not have kept out in front of the competition.

Since original construction, the road has accomplished numerous line changes. As a result, about 62% of the original line between Shelby, Mont., and Seattle, Wash., has been revised and improved.

One of the line-improvement projects currently under way is located on the west slope of the Cascade Mountains between Gold Bar, Wash., and a point east of Index. This project was divided into four work phases, two of which have been completed. The third, approximately in the center of the project, will get under way this spring and is expected to be completed in September. The fourth phase is under study for future consideration.

Over-all cost of the first three phases is $5.75 million. Phase Three is the smallest in cost, being about $800,000, of which some $600,000 will be spent for grading and $200,000 for track work.

However, the GN points out that the third phase is vital to its over-all plan because it is through the completion of this section that the railway will be able to realize the operating economies desired by allowing trains to maintain efficient operating speeds over the entire relocation project.

• **Will increase train speeds.** Formerly, train speeds were restricted to 30 mph over this line. When the third work phase is completed this year, train speeds will be 50 mph over two-thirds of the 8.7 miles involved in the three phases, and 79 mph over the remainder.

The three phases combined will replace 20 existing curves having maximum curvatures up to 10 degrees with 12 new curves having a maximum curvature of five degrees. A total of 664 degrees of central angle will be eliminated and the line will be shortened 6,041 feet. A maximum gradient of approximately 1%, compensated for curves, will be maintained, which is about the same as the former line.

Heavily wooded terrain

The project is being carried out in a heavily wooded, mountainous terrain where the grading material is characterized by granite rock and glacial till, the latter being a conglomeration of sand, gravel, clay and boulders. During the time that the grading of Phase One was being carried out, the work was hampered by unusually heavy rainfall. This region normally has 100 inches or more rain per year.

As a result, considerable delay in the grading work occurred because of wet conditions. Grading work could be accomplished only during several summer months.

Such large amounts of rain also caused heavy erosion and made it difficult to preserve the surface of the new slopes. A protection layer of gravel spread over the slopes was used to some extent, but this method was replaced later with plantings of fast-growing grasses and shrubs.

All grading work was contracted. For Phase One, grading was carried out by Morrison-Knudsen Co., Seattle; for Phase Two, by N. A. Degersteron, Spokane.

The grading contract for Phase Three has been awarded to Goodfellow Brothers, Wenatchee, Wash.

• **Savings on bridge steel.** An interesting feature of this project is the way the road handled the construction of six bridges. Of the total 2,024 lineal feet of bridges used on the new alignment, 1,249 feet are comprised of reused bridge steel. Two of these bridges were located within the limits

never a lateral split with Steel-Corr grain doors

clean
sturdy
lightweight
easy to apply . . .

Steel-Corr GRAIN DOORS

Steel-Corr is more than just a grain door . . . it's a protection program. International-Stanley has the largest staff of service engineers of anyone in their field, strategically located throughout the United States to work with you on your doorway protection and car lining problems.

If you are not receiving INSIDE STORY, our company magazine, ask to be placed on our mailing list.

G-129

INTERNATIONAL-STANLEY CORPORATION
8401 West Dodge Road, Omaha, Nebraska 68114

New Bridge 1746.4 spans a fork of the Skykomish River on Phase One. Visible in background is a portion of the old bridge at this location, which was dismantled, strengthened and re-erected elsewhere on the project.

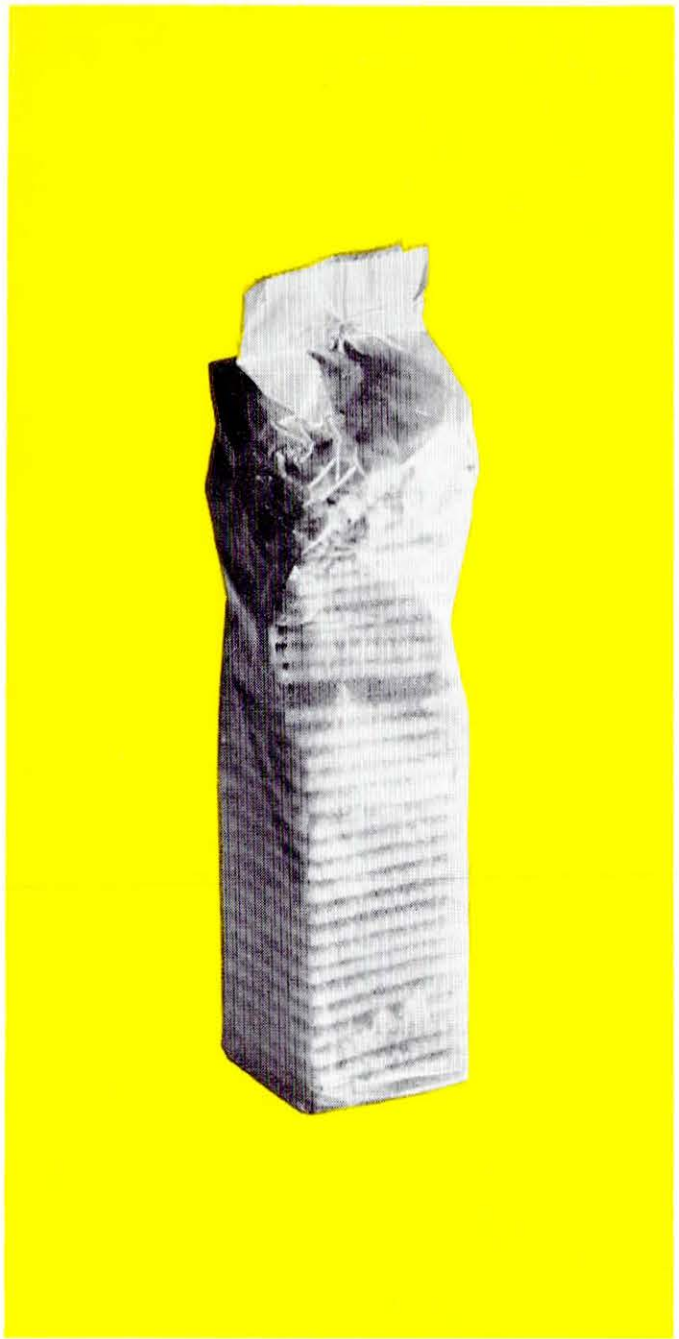
Bridge 1753.4 spans a new crossing of the Skykomish River at the westerly end of Phase Two. The truss span is new but the girders are secondhand.

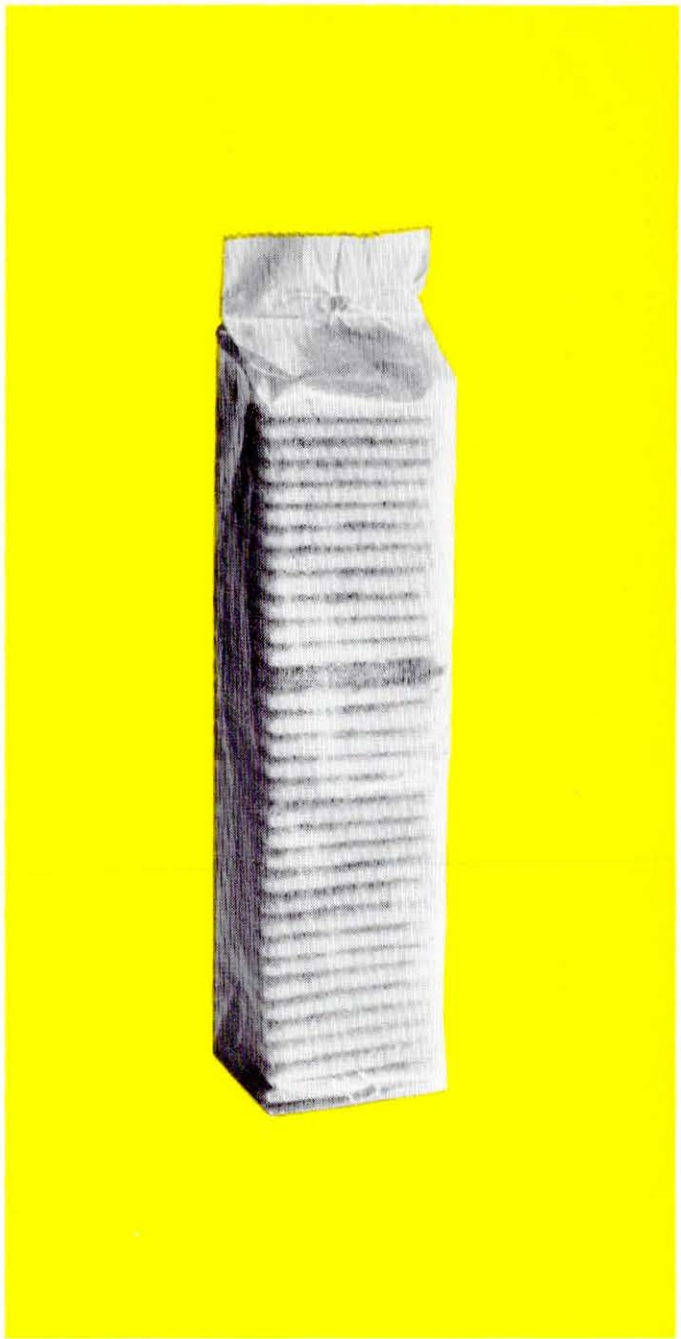
Crossing of Proctor creek on Phase Two consists of secondhand spans. This is one of four bridges constructed on this phase of the project.

of the work on Phase One, and four within the limits of the work on Phase Two. No new bridges are involved in Phase Three.

On Phase One, bridge No. 1745.3, originally located over a highway at the easterly end of the project, was reused on a new alignment at a slightly higher elevation. The next structure, No. 1746.4, is an entirely new bridge and was built slightly downstream from the existing bridge to carry the line over one fork of the Skykomish River. The old bridge there included a 252-foot, pin-connected, through truss. This span was dismantled, taken to the yard at Skykomish and strengthened by railroad forces to increase its load rating to modern requirements. A saving of approximately $150,000 was effected by using the remodeled span on Phase Two at bridge No. 1750.9, a new crossing over the Skykomish River, compared with the purchase of a new truss span. Two 100-foot and two 73-foot deck plate-girder spans were erected to flank the truss span and were spans that had also been recovered from other locations and overhauled before being reused.

Three other bridges were constructed within the limits of the work on Phase Two, one for a second crossing over the Skykomish River, another for crossing Proctor creek, and the third for a second crossing over U.S. Highway 2. Secondhand spans were used for these bridges, except for a new 200-foot through-truss span at the river crossing and three new 73-foot through plate-girder spans over the highway. ■





Less L&D for your products

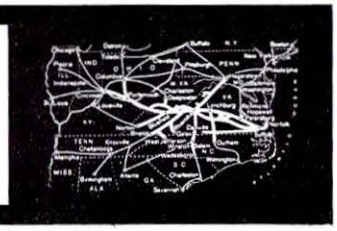
The Norfolk and Western guards against loss and damage in two ways.

One is by use of the right equipment. Like cargo protecting cars. Cars with cushion underframes. Cars with damage free equipment. Thirty-six entirely different types of special purpose cars in all. Last year we spent $40 million to buy this cargo coddling equipment to safeguard your products.

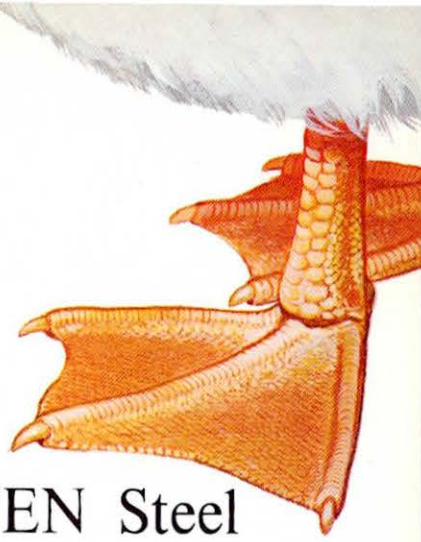
The other way in which we protect shipments is even more vital. It's the human element. The dedication of N&W personnel to *perfect shipping*. We have training courses for retarder operators and for all who handle shipments. We encourage down-to-earth discussions of load protection problems through our network of Better Service Clubs. We employ experienced specialists who constantly seek improved methods of loading and unloading. But don't take our word for N&W care with cargoes. Prove it yourself. Route a shipment N&W, and see.

When you ship N&W

N&W



Norfolk and Western Railway • General Offices • Roanoke, Va.



Great weather for ducks and USS COR-TEN Steel

The thought isn't too outlandish: during a 25-year lifespan something like 75 feet of rain and snow fall on a railroad car in this country. Ducks shed water by secreting a certain kind of oil that coats their feathers. Railroaders have found something almost as good: USS Cor-Ten Steel.

USS Cor-Ten Steel uses corrosion to fight corrosion. When it is exposed to weather, a tight oxide coating forms on the steel surface. The coating is so dense, and clings so tenaciously, that it inhibits further corrosive penetration or weight loss. Countless exposure tests have proven that Cor-Ten Steel has 5 to 8 times the resistance to atmospheric corrosion of carbon steel.

Paint lasts longer on USS Cor-Ten Steel, too, so less frequent paint jobs are necessary. And if the base metal is exposed, this tight oxide forms and prevents corrosion from under-cutting surrounding paint.

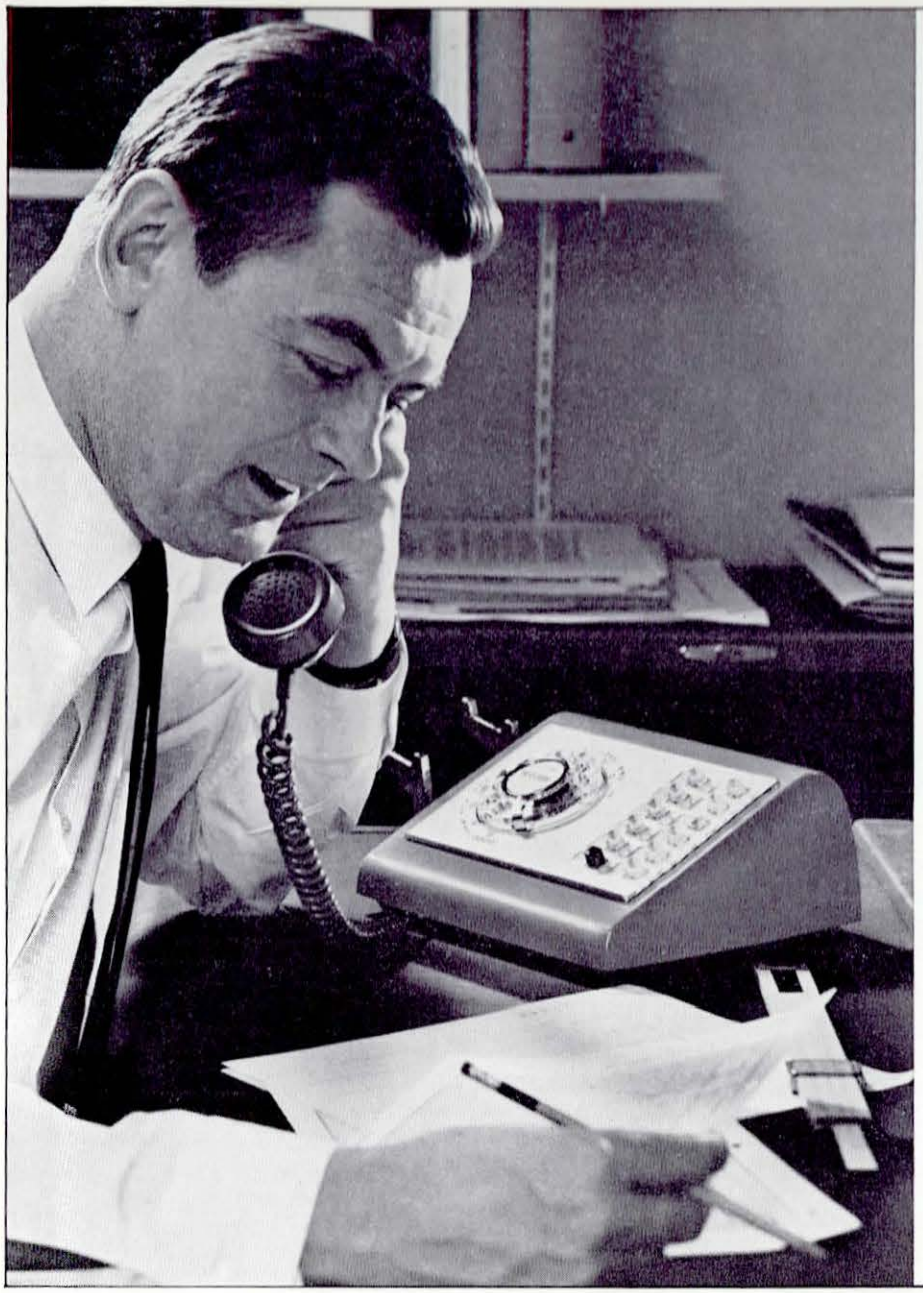
USS Cor-Ten Steel was the original high-strength low-alloy steel. It was developed by U. S. Steel in the early thirties specifically to help railroads keep costs down on construction and operation of rolling stock. Today, almost 30 years later, many of those Cor-Ten Steel pioneer cars are still bringing in revenue.

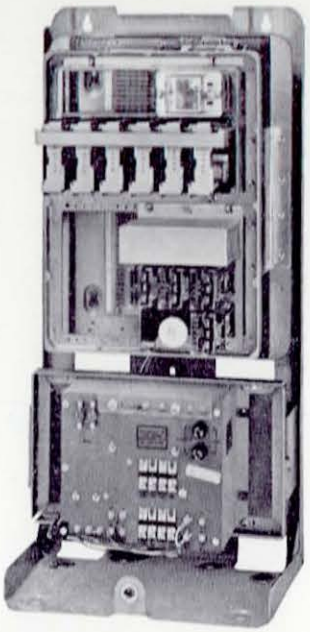
No cost-conscious railroader can afford to ignore another way Cor-Ten Steel offers the best long haul return on original investment: its 50,000 psi minimum yield point. Modulus of elasticity is 29,000,000 pounds. Couple this strength and stiffness with the price of a pound of Cor-Ten Steel and you have a strength/price ratio that invites comparison with any other freight car material. For unit trains particularly, lighter Cor-Ten Steel cars can result in significant operating savings and increased capacity revenue.

For only about 10¢ per pound delivered, you can put USS Cor-Ten Steel's extra strength and corrosion resistance to work to beef up components, and to add to the durability of your equipment.

Perhaps we can help with your new car designs. Call our nearest sales office or write United States Steel, Room 7124, 525 William Penn Place, Pittsburgh, Pa. 15230. Export Distributor: United States Steel International (New York), Inc. *USS and COR-TEN are trademarks.*

United States Steel





- *Complete communication service from a single phone*
- *Dial intercom for up to 36 stations*
- *Visual and audible signals*
- *"HOLD" on all lines*
- *Busy-station number display*
- *Power-failure safeguard*
- *Plug-in line cards*
- *Plug-in manual intercom*
- *Pre-wired modules*

Who gives you *everything* you want (and need) in a key telephone system?

. . . STROMBERG-CARLSON!

The *all new* solid-state S-C 1A2 Key Telephone System offers—in compact size—the flexibility you need in a wide variety of applications. Thanks to Stromberg-Carlson's pre-wired, plug-in modules, you can expand the system or change communications services quickly, easily, economically.

Only Stromberg-Carlson offers you this "work-horse" combination—the modern S-C 1A2 Key System and versatile "1700" multiline telephones. These smartly styled instruments work perfectly with *any* fixed capacity key system.

For complete information on the S-C 1A2 and other Stromberg-Carlson communications systems, write Industrial Sales Department, 128 Carlson Rd., Rochester, New York 14603.

STROMBERG-CARLSON
A DIVISION OF **GENERAL DYNAMICS**

"Like making up our own freight schedules!"

Flexibility of service to meet shippers' needs is a key concern of Seaboard teamwork.

If you have a schedule problem in the Seaboard Southeast, take it up with your nearest SAL representative. In so many cases, he and his team can adjust freight schedules so that we roll when you are ready!

Call ONE man—
Get a TEAM of experts!

SEABOARD
AIR LINE
RAILROAD

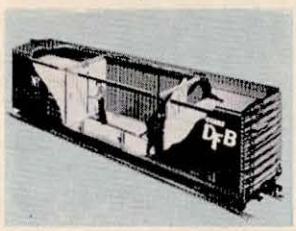
THE ROUTE OF COURTEOUS SERVICE

Tests in the food industry have proved

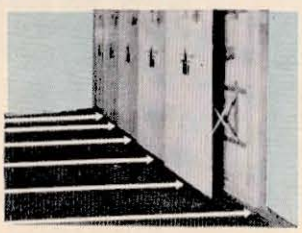
"SAVINGS PER CARLOAD AS HIGH AS $50 WHEN UNIT LOADS ARE USED"

Tests in the food industry show that *unitized loading* results in remarkable savings to shipper and receiver . . . as much as $50 per car in loading and unloading. And this figure covers only material handling savings, not the additional substantial savings resulting from damage-reduction and ability to load heavier. ▪ The damage-prevention equipment that has done most to make unitized loading possible and profitable are Evans DF®-B Bulkheads and Evans Adjustable Sidewall Fillers. Together these make the ideal combination for maintaining the unit load pattern which prevents damage in transit and insures quick and easy unloading at destination. ▪ It's the combination for railroads who want satisfied shippers, increased revenue per car, and reduced damage claims. It's ideal for shippers who want to load heavier, and faster . . . with greatly reduced damage to lading.

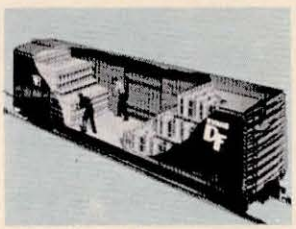
80 CARRIERS OWN OVER 115,000 FREIGHT CARS EQUIPPED WITH DAMAGE-PREVENTION DEVICES DEVELOPED, MANUFACTURED AND INSTALLED BY EVANS PRODUCTS COMPANY



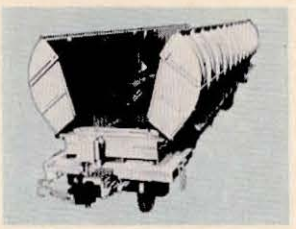
EVANS DF-B one-piece bulkhead equipment is today's most popular way to brace unitized lading. Easily operated by one man, it prevents damage to lading in transit.



EVANS SIDEWALL FILLERS reduce car width in numerous stages to prevent side movement of packaged or unitized lading. Permanently installed, each filler stores against car wall when not in use.

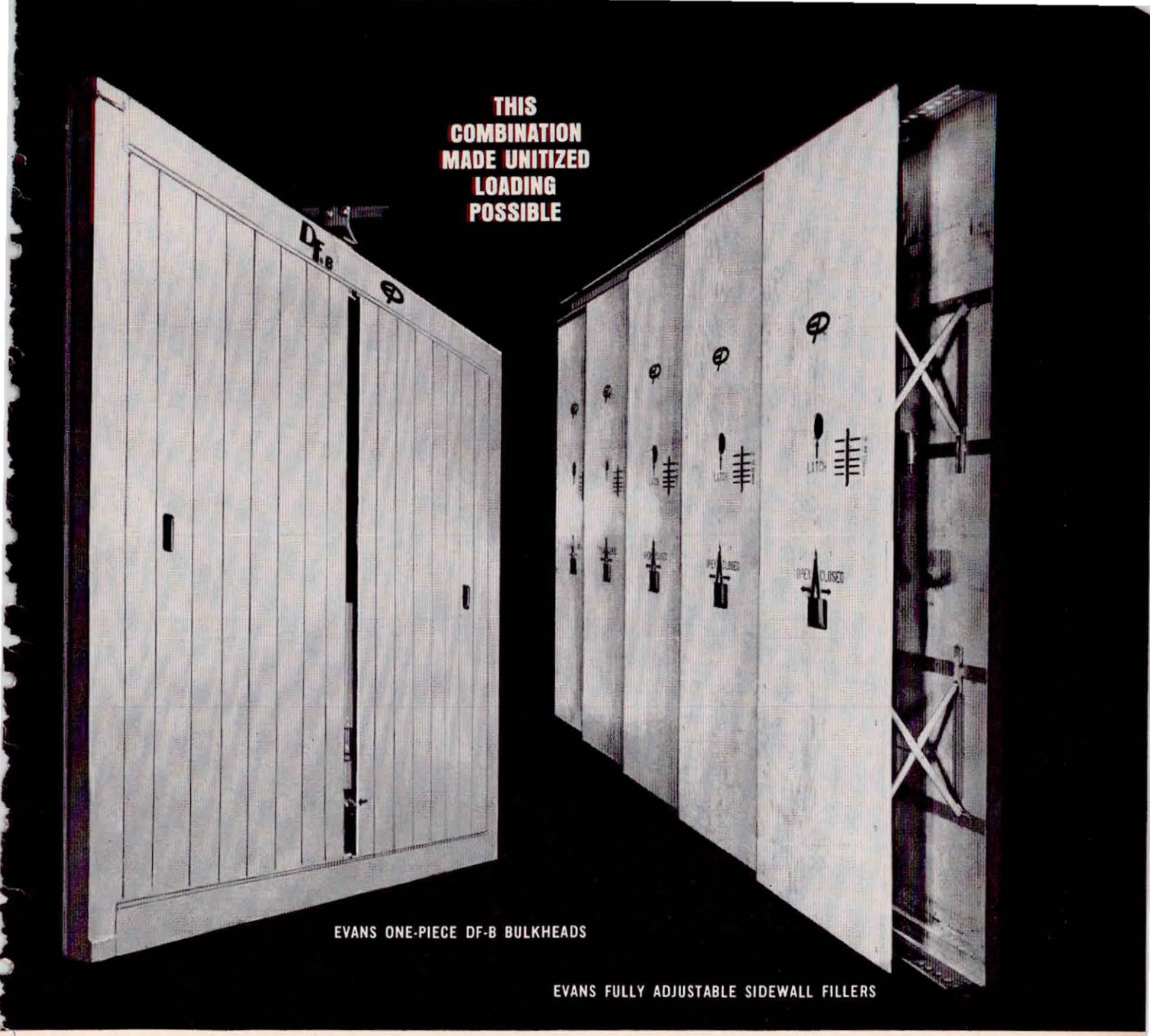


EVANS DF LOADER is a special cross-member device which locks high density or irregular lading for dunnage free, damage-free transit . . . America's most popular form of freight bracing.



EVANS DFC COIL CAR, the first car especially designed from the rails up to safely transport coil steel, protecting it from in-transit damage as well as from the weather.

THIS COMBINATION MADE UNITIZED LOADING POSSIBLE



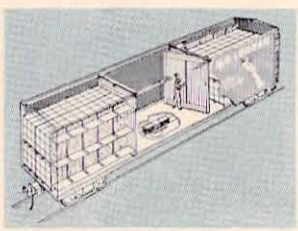
EVANS ONE-PIECE DF-B BULKHEADS

EVANS FULLY ADJUSTABLE SIDEWALL FILLERS

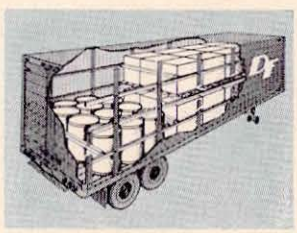
DF-B one-piece bulkheads travel the full length of the car to brace unitized loads anywhere in the car. Both bulkheads pivot and are stored out of the way opposite door for unobstructed loading. One man operates the bulkheads by means of a single lever. Each bulkhead can be positioned and locked anywhere in the car. These features are exclusive with DF-B Bulkheads made by Evans Products Company.

Evans makes a variety of sidewall fillers for use with all types of unitized loading systems. This permits railroads to meet shippers' varying needs, thus increasing two-way loading. These Side Fillers maintain the stability of unitized loads, prevent damage due to side sway and assure easy unloading with mechanical equipment. Evans Side Fillers store against the side wall when not in use.

For literature, write Dept. 44-A, Evans Products Company, 13101 Eckles Road, Plymouth, Michigan, 48170.



EVANS EELX cars (rolling laboratory, fact-finding test cars) contain DF-B Bulkheads, Adjustable Side Fillers, and the Hydra-Cushion Underframe. This equipment protects both car and lading.



EVANS TRUCK DF equipment permits full use of vehicle's capacity . . . often doubling the payload and reducing in-transit damage. It is used in many of America's leading fleets.

EVANS

TRANSPORTATION EQUIPMENT DIVISION

Plymouth, Michigan; Canadian Rep., International Equip. Co., Montreal

EVANS PRODUCTS COMPANY PLYMOUTH MICHIGAN

The "Kid Glove Treatment"!®

DistribUtion Power

New locomotives to speed your freight on Union Pacific...the automated rail way

Throughout the West, you'll see powerful locomotives pulling fast Union Pacific freights, carrying many types of products and materials. Many of these locomotives are new diesels in the super horsepower class . . . the most powerful ever built by domestic manufacturers. They represent a part of Union Pacific's 1964 investment for the future, and are additional evidence of this railroad's continued program to provide fast efficient freight service.

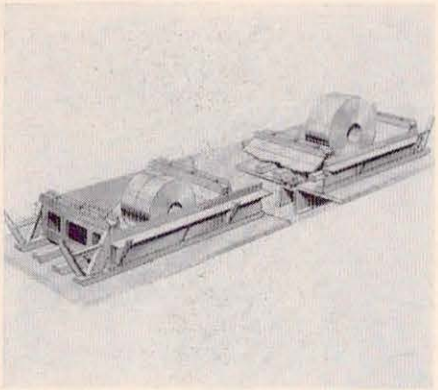
Call your Union Pacific representative for full information on how U.P. can best serve you.

UNION PACIFIC RAILROAD

UNION PACIFIC Railroad

OMAHA, NEBRASKA 68102

NEW PRODUCTS REPORT



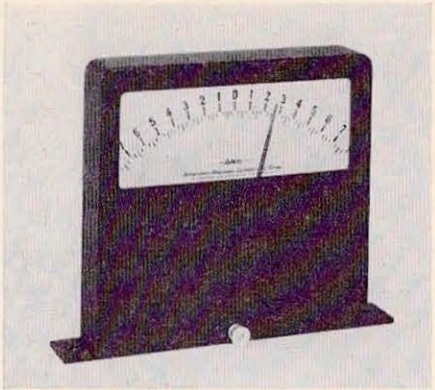
Steel Coil Loading (RA-1)

The Model S-CC CoilLoad skid added to the Shunk-Yocar line of damage-control components, is designed for crosswise loading of steel coils. It increases length of lading space and speeds up loading and unloading. Buffer springs built into the skid, which can be applied to new or existing cars, prevent shock from damaging lading. During impact, the skid and coils shift together within the car and remain under spring control at all times. The buffer-spring device can be arranged for as much as 20 in. of skid travel in both directions. Cushioning devices are eliminated. The all-welded steel skid handles coils 30 to 84 in. in diameter. The 50-ton-capacity uses two skids per car; the 100-ton-capacity, one skid per car.

To protect coils against damage from dirt and water, two types of hoods are available for the skids: the Model H-LC lift-off removable hood (two per car), and the Model H-RC RoLLbak hood, a two-section, telescopic, permanent type hood for the 100-ton skid. *Shunk Manufacturing Co.*

Dry Freight Van (RA-5)

A new line of dry freight vans is engineered for both TOFC and over-the-road use. An upper coupler assembly capable of withstanding piggyback stress is standard. Three models of this new "C" series van are available—closed, open-top and 5-inch step—in exterior skin or post construction. Lengths are 30 to 45 feet in 1-foot increments. Major components can be in aluminum or steel. Rear doors give 92-inch unobstructed opening. *Clark Equipment Co.*

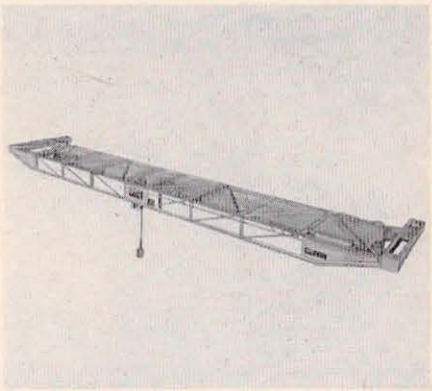


New Levelmeter (RA-2)

Featuring large-scale magnification, double calibration and a unique shock-dampening system, the new ARC Levelmeter can be mounted on a motor car, jacking tamper or other on-track unit to continuously monitor the cross level and superelevation as the vehicle moves along the track. The unit is available in two models—the LM-202 (calibrated from 0 to 2½ inches) and LM-707 (0 to 7 inches). *American Railroad Curvelining Corp.*

Infrared Heater (RA-4)

Infralite element in indoor/outdoor heater operates in intermediate infrared radiant wave length range of 1.7 and to 3 microns with a peak emission of 2.2 microns. The heater is enclosed within pure fused quartz which provides the filtering media for producing peak emissivity. Working temperatures range up to 1,800 deg F. Model I is mounted horizontally; Model IV, either vertically or horizontally. *New Jersey Thermex Co.*



Crane Bridges (RA-3)

The two basic types of Load Lifter top-running, single-girder crane bridges have capacities from ½ through 10 tons and spans to 50 ft. Hand-operated models are traveled by pulling on a continuous hand chain. Electrically operated models include either a single-speed Shaw-Matic motor or three-speed variable drive. Single-speed motor is braked centrifugally; variable speed motor, magnetically, *Manning, Maxwell & Moore, Inc.*

RAILWAY AGE WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. George Johnson)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS ADVERTISED ON PAGES 2 3 4 6 9 10 13 14-15 16 18-19 20-21 23 25 26 27 31 33-38 46-47 51 53 55 56-57 58 59 60-61 62 65 67 68 69 70 71 72 73 75 76 80 83 84 87 88

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGES 63 and 64 MARKED RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7 RA-8 RA-9 RA-10 RA-11 RA-12 RA-13

NAME ..... TITLE .....

COMPANY .....

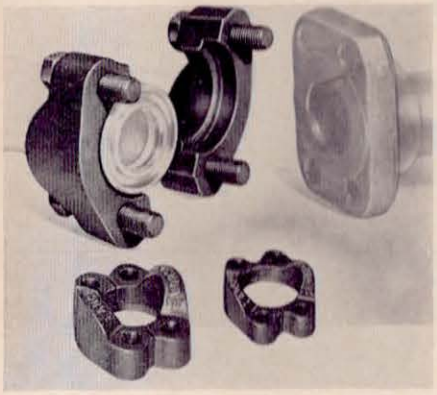
ADDRESS .....

CITY ..... ZONE ..... STATE .....

4/27/64

☐ **Please send information about subscribing to Railway Age**

NEW PRODUCTS REPORT

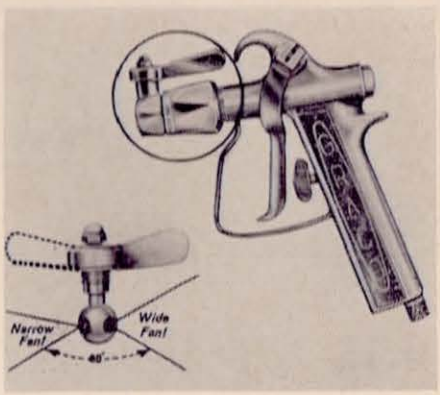


Clamp Halves (RA-6)

The heavy-duty Anchor split-flange clamp halves for pressures to 6,000 psi are said to have all the cost- and time-saving advantages of the medium- and low-pressure styles. Used with the Anchor 6,000-psi "O" ring flanged-head swaged-type couplings, or Anchor weld-type fittings, multiple threading operations and the use of separate unions and swivel connections are eliminated. Close-quarter assembly is simplified. *Anchor Coupling Co.*

Safety Glass Temple (RA-7)

The Adjus-Temple is a light-weight modified spatula design, slide-lock temple which, according to the manufacturer, will fit every wearer of safety glasses. Inside the temple, a vinyl-bonded aluminum core with printed size markings slides in a plastic channel. Five barrel hinges and Nylok temple screws are used for additional strength. The temple is interchangeable with all Sellstrom plastic frames. *Sellstrom Mfg. Co.*



Paint Spray Nozzle (RA-8)

All standard Graco airless spray guns can be equipped with a new Select-A-Fan nozzle that can be adjusted to give a wide or narrow spray pattern or moved to a tip-cleaning position. The nozzle consists of two tungsten carbide spray tips mounted in a movable ball, a casing and an external lever. To switch from one spray to another the lever is twisted 90 deg; to unclog the tip the lever is twisted 180 deg. *Gray Co., Inc.*

Special Lubricant (RA-9)

A new specially compounded lubricant is available which is claimed to greatly reduce the torque required to assemble fittings to flexible hose. Designated Aeroquip Hose Assembly Lube, the material is claimed to minimize the possibility of cutting or damaging the hose inner tube during assembly and to reduce heat build-up due to friction during the assembly. It comes in 16-oz cans with brush-top applicators. *Aeroquip Corp.*

Railroad Lubricants (RA-12)

After a year in road service, the effectiveness of ashless detergent RPM Delo Custom Plus and RPM Delo Multipower RR oils is said to be four times greater in preventing ring sticking than other railroad oils. Engines are cleaner, overhaul periods have been extended, and oil-filter life, increased, the producer says. Oils have been approved by manufacturers for turbocharged engines and other power. *Standard Oil Co. of California.*

Field Welding Rails (RA-10)

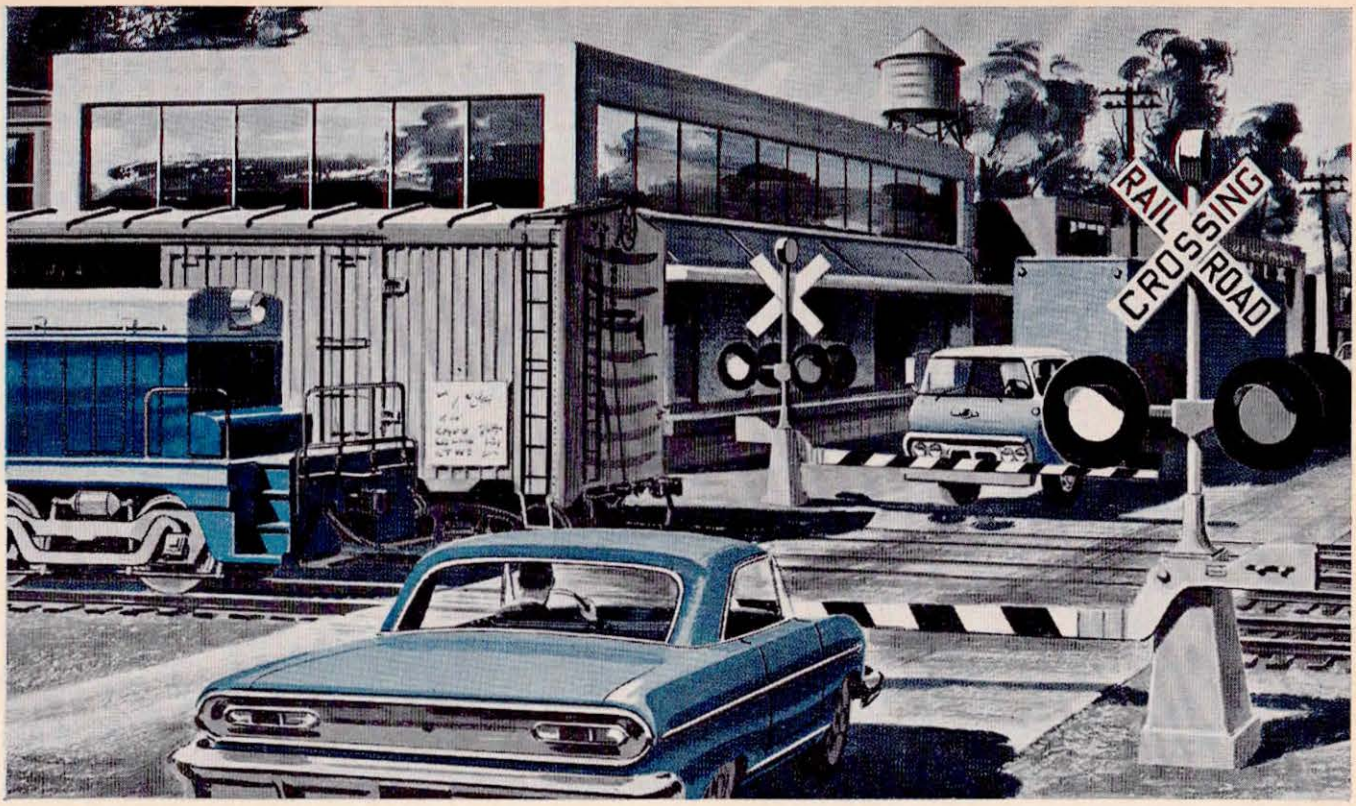
The German "Orgotherm" process for welding rails in track is being introduced into the United States and Canada by the National Cylinder Gas Division. The process uses a mixture of powdered iron oxide, aluminum and special additions. When the mixture is ignited the ensuing reaction produces steel and fluid slag at a temperature of over 4400 deg F. This reaction takes place in a portable crucible which directs the molten steel into prefabricated sand molds fitted around the rail joint. The rail ends may be preheated or welded at the existing rail temperature. When the molten metal has set in the joint gap the molds are removed and the top surface only of the rail finish ground. States Robert A. Baer, vice president of NCG's Railroad Equipment Department: "The weld is made completely homogeneous by customizing the welding compound to match the rail metal." NCG will make welds on a contract basis or sell the necessary compound and equipment. *National Cylinder Gas Division, Chemetron Corp.*

Voice Terminal (RA-11)

Model 2710 voice multiplex terminal provides 12 toll quality voice channels in the frequency band of 4 to 60 kilocycles. Channels may be applied individually or in groups. Voice terminations are available on a two-wire or four-wire basis by simple plug option. Particularly suitable for data transmission applications, RFL data tones may be applied to the full voice channel of the 2710 or on a speech plus basis. *Radio Frequency Laboratories, Inc.*

Industrial Phone Booths (RA-13)

A new line of Acousti-Booth telephone booths features sound-absorbing walls which are said to kill noise and permit telephoning in doorless comfort. The triangular Model 45 mounts on the wall or on tubular legs and permits multiple booth arrangements in clusters. The full-length Model 211 is recommended where low-frequency noises predominate. Both all-steel models have a light and built-in shelf. *Burgess-Manning Co.*



Marquardt's GCP can expand your Signaling Budget

A recent survey of railroad spending plans for 1964 indicated overall signaling and communication budgets would be down from last year's level. Primarily this is attributed to expenditures for new locomotives and freight cars. Many S&C Departments are considering purchasing only essential items. These are the railroads that can profit most from installation of Marquardt's Grade Crossing Predictor. This unique signal actuation system (more than 160 have been installed) can effect important savings by lowering installation costs and substantially reducing maintenance operations.

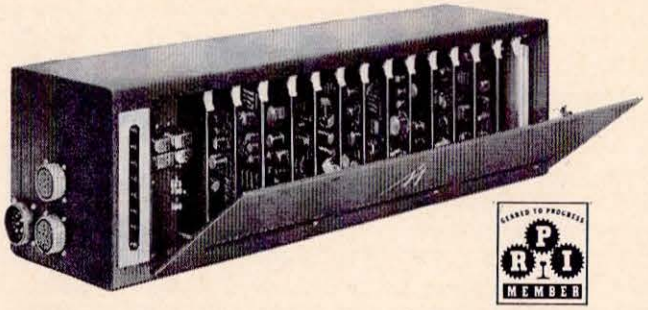
In a recent, typical crossing installation, two GCP systems retired more than 49 separate pieces of conventional equipment. This included single impulse circuits, selective speed circuits, insulated joints, track batteries, and power repeater relay batteries.

Marquardt's Grade Crossing Predictor is a solid state analog controller that operates crossing warning devices at a predetermined time prior to the arrival of the train with any constant train speed. It is designed for use at high traffic grade crossings and where there are switching operations. Should a train halt before reaching the crossing, GCP stops the crossing signals and allows traffic to proceed until the train's movement indicates it intends to pass through the crossing.

GCP FEATURES

GCP requires no timing circuits and only two insulated joints. For use with either internal miniature relays or existing conventional relays. Operates over all environmental ranges—fully transistorized. An automatic fail-safe system is built into the controller. GCP continuously monitors its own performance every five seconds.

For details on the Grade Crossing Predictor and how it can help to expand your signaling and communications budget, call or write:



Grade Crossing Predictor with side open to show modular construction and easily removable printed circuit boards.

POMONA DIVISION

THE Marquardt CORPORATION

Industrial Products Department
2882 Metropolitan Place, Pomona, California

SALES OFFICES:

7 Bardwell Lane, Huntington, New York
Telephone: 516-271-2995

310 So. Michigan Blvd., Chicago, Illinois
Telephone: 312-922-1334

Transport bill down, not out, says Harris

Blasting 'grain market speculators' who oppose HR 9903, the House Commerce Committee Chairman is determined to see the bill passed. Action this week may determine its chances.

The House Rules Committee's vote to defer action on clearing H.R. 9903, the controversial transportation bill, for House consideration did not kill that bill, according to its sponsor, Representative Oren Harris (D.-Ark.). "This was not the last act in the drama" involved in his drive for enactment of the bill this year, Mr. Harris said last week. The bill is scheduled to come before the Rules Committee again this week.

Mr. Harris is chairman of the House Committee on Interstate and Foreign Commerce, which has recommended favorable House action on the bill. He made his continued-drive-for-enactment pledge in an April 20 speech to the Richmond (Va.) Traffic Club. The bill, supported by the railroads, is the Interstate Commerce Committee's response to the late President Kennedy's Transportation Message, which went to Congress two years ago.

● **Some deregulation proposed.** The major provision of the bill contemplates extension of the Interstate Commerce Act's agricultural exemption to railroads, water carriers and freight forwarders. This exemption, now applicable only to motor carriers, deregulates the transportation of agricultural and fishery products.

Other provisions of the bill contemplate narrowing the present exemption from regulation of water transportation of commodities in bulk, and partial repeal of the Commodities Clause. The latter applies only to railroads and prohibits them from transporting commodities (except lumber and their own supplies) in which they have any interest.

The bill also proposes to provide for recovery by shippers of reparations for unlawful rates of truckers and forwarders. The present reparations provisions apply only to railroads and water carriers. Some motor carrier regulatory arrangements favored by the ICC are also embodied in the bill, along with provisions for regulation of intermodal joint rates by joint boards consisting of representatives of the ICC, Civil Aeronautics Board and the Federal Maritime Commission.

When the Interstate Commerce Committee, on Feb. 18, voted to clear H.R.9903, it felt the bill was "a sound approach as well as a constructive compromise package which should win general backing," Mr. Harris said. "What happened since Feb. 18," he added, "is somewhat discouraging. In place of unanimity, a weird fragmentation process set in as disaffected groups, each with perhaps a single objection to the bill, combined into an alliance against change."

● **Disparate interests unite.** The name adopted by the opposition group is the "Anti-Monopoly Transportation Conference." Mr. Harris called this an "elaborate title" which covers "disparate interests, each fearful of loss in a particular area built up around inequities and restraints in present law."

Noting concessions he made in his presentation to the Rules Committee, Mr. Harris said they were about as far as he could go in the public interest. The concessions included a watering down of provisions proposing to repeal the commodities clause and an easing of the proposed narrowing of the bulk-commodity exemption.

A partial repealer

The commodities-clause concession made by Mr. Harris would leave the ban on the transportation by railroads of coal in which they were interested. The repeal provision was already only a partial repealer. It would leave the ban applicable to transportation by railroads of deregulated agricultural products which they owned.

The opposition to repeal of the commodities clause is spearheaded by the coal industry. It came as something of a surprise, since the matter was hardly mentioned at the Interstate Commerce Committee's hearings on the Kennedy recommendations, of which the repeal proposal was one. As Mr. Harris put it, "everyone seemed to be in agreement" that repeal was desirable to "end this inequity towards rail carriers."

Mr. Harris took out in vigorous fashion after one source of the opposition—"the grain market speculators." He identified them as those "who trade on the difference between the published railroad rates for moving agricultural products and the actual final rates they pay to unregulated or gypsy transport, in order to increase their profit margins."

● **People being used.** "These grain speculators are even taking all taxpayers for a ride since many of the affected grain movements are of U.S.-supported products," Mr. Harris continued. "They are both directly opposing H.R.9903 and stirring up others' opposition out across the country. If people would wake up and realize they are being used by these self-seeking interests, there is no question in mind that this bill would pass."

Earlier in his speech, Mr. Harris had something to say about the bias in favor of more regulation which he finds in regulators. "I sometimes wonder," he said, "If there is not some weird malady that makes an otherwise conscientious and devoted public servant somehow acquire a different point of view when he joins a regulatory agency, and oftimes causes him to see only the virtues of regulation instead of the virtues of competition. Proper regulation is synonymous with preserving a strong transportation system."

Noting that President Johnson had endorsed the late President Kennedy's recommendations out of which his bill came, Mr. Harris went on to say: "The President recognized, as has virtually every other impartial spokesman in this field, that the serious inequalities in our regulatory laws and procedures have their greatest impact on our common carriers, and that our equalizing goal becomes increasingly urgent with each passing year. Simple justice, as well as practical economies, demand we follow through on this task."

Mr. Harris concluded with an expression of his conviction that the approach embodied in H.R.9903 "is the only sound and possible one to take at this time." He went on to pledge "my most earnest and wholehearted efforts to see it become law." He sees no reason why this objective should not be achieved—"for we have agreed to the several changes to meet what appear to be the just needs and fears of opponents, without doing violence to the objective sought."

To all interested parties, he made this plea for help: "You in the transportation industry, both users and carriers, can and should be helpful in bringing about the passage of this most worthy and desirous legislation. I repeat, it represents a sound approach. I intend to bring about its approval in this Congress if I can appropriately. If not, and the Lord wills that I return in the next Congress, I will continue my efforts towards our final goal." ■

PEOPLE IN THE NEWS

ATLANTIC COAST LINE.—C. J. Oldenbuttel, assistant chief mechanical officer—equipment, Jacksonville, Fla., retired Jan. 23, after more than 51 years with the ACL.

E. C. Watts appointed general agent, Albany, Ga., effective April 10.

R. I. Christian appointed assistant director of labor relations, Jacksonville, Fla.

BALTIMORE & OHIO.—Robert B. Seeley appointed assistant general attorney, Baltimore. He had been assistant general attorney for the **Chesapeake & Ohio** at Detroit.

BURLINGTON.—Julius J. Alms, assistant vice president of the executive department, elected vice president, executive department.

CANADIAN NATIONAL.—Stewart S. Wier, manager of customer research services, Toronto, Ont., appointed freight sales manager, Great Lakes Region, succeeding **J. C. Gardiner,** transferred.

Harold A. Simons, general manager, sleeping, dining and parlor car department, Montreal, has retired.

Wesley T. Kelley appointed assistant manager of public relations, Edmonton, Alta. Mr. Kelley is a former St. John, N.B. and Halifax, N.S., newspaperman.

CANADIAN PACIFIC.—J. A. Morency appointed general agent, Quebec, succeeding **W. J. Doherty,** retired.

CANTON.—Robert W. Dale, Jr., freight traffic manager, Baltimore, Md., elected assistant vice president and his former position abolished. **William A. Packo** appointed freight sales manager, succeeding **William R. Smith,** named manager of industrial real estate, Canton Co. of Baltimore. **Dwight W. Davis** appointed chief engineer, succeeding **Warren L. Diver,** resigned. **A. H. Plantholt** named to the new position of chief operations engineer. **Charles E. Adkins** named to the new position of acting superintendent.

CHESAPEAKE & OHIO.—Walter J. Tuohy, president, elected vice chairman of the board and chief executive officer. Mr. Tuohy continues as chairman of the board of the affiliated Baltimore & Ohio and as a director and chairman, executive committee, C&O. **Gregory S. DeVine,** executive vice president, elected president, member of the executive committee, and director. **C. A. Persinger,** assistant superintendent, Grand Rapids division at Grand Rapids, Mich., promoted to superintendent, Saginaw division, Saginaw, Mich., succeeding **T. W. Grose,** named manager power and car utilization, Huntington, W. Va. **M. W. Karsten** succeeds Mr. Persinger. **J. M. Emmett, Jr.,** assistant trainmaster, Charlottesville, Va., appointed trainmaster, New River Coal Field subdivision, Thurmond, W. Va., succeeding **K. C. Morriss,** promoted to assistant superintendent, Ashland, Ky. Mr. Morriss replaces **E. F. Hogan,** assigned to other duties. **F. R. Rice. Jr.,** assistant trainmaster, Handley Coal Field subdivision, Handley, W. Va., promoted to terminal trainmaster, Cincinnati Terminal at Stevens, Ky., succeeding **K. B. Robertson,** retired. **R. W. Vawter,** assistant trainmaster, Grand Rapids division, has been promoted to trainmaster, Saginaw division at Saginaw.

William L. Bailey, Jr., appointed assistant freight traffic manager, Richmond, Va.

(Continued on page 68)

Julius J. Alms
Burlington

Walter S. Tuohy
C&O

Gregory S. DeVine
C&O

C. F. Bayer
EL

SPENO

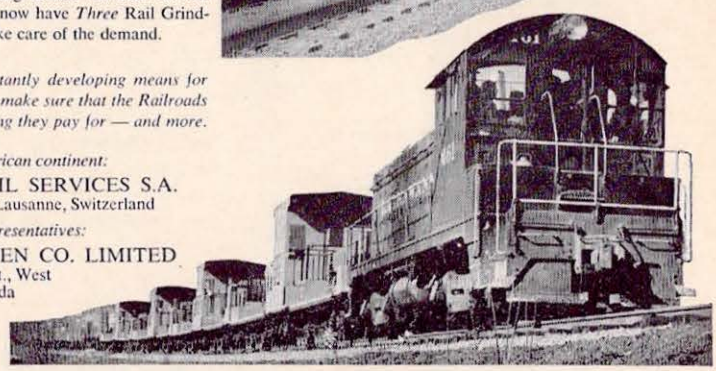
Here are the up-to-date facts on the SPENO Ballast Cleaning and the SPENO Rail Grinding Services.

BALLAST CLEANING

SPENO Engineering and Research has developed a superior screening arrangement so that we are now using an improved Ballast Cleaner with greater efficiency.

RAIL GRINDING

Our Rail Grinding Service has been so well received — we now have *Three* Rail Grinding Trains to take care of the demand.



SPENO is constantly developing means for better service to make sure that the Railroads receive everything they pay for — and more.

Outside North American continent:
SPEMA RAIL SERVICES S.A.
Grand-Pont 2, Lausanne, Switzerland

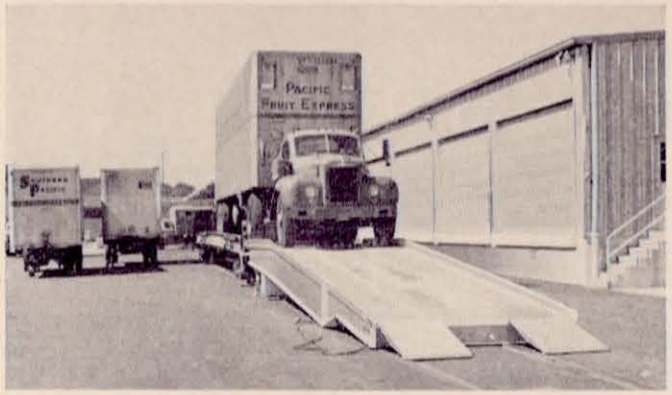
Canadian Sales Representatives:
THE HOLDEN CO. LIMITED
614 St. James St., West
Montreal, Canada

Just Ask the Railroads That have used us!

FRANK SPENO RAILROAD BALLAST CLEANING CO., INC.
Clark Street
East Syracuse, N. Y.
306 North Cayuga St.
Ithaca, N. Y.

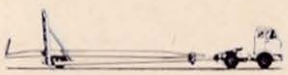
PAGE
Portable & Adjustable Ramps
LOAD-UNLOAD *Faster, Safer, Easier*

Page Ramps are engineered to set up, adjust, take down, and move in minimum time and with minimum effort. They have big load capacities without excessive weight. Hoisting, moving, coupling, and safety devices are simple but dependable . . . made as foolproof and maintenance-free as possible. Page Ramps use standard components and controls. They'll stand up to the toughest day-in-day-out service—deliver more versatility and utility for the dollar, over a long service life.

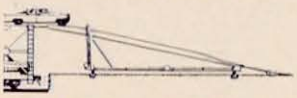


MODEL ST37 TOFC RAMP Adjustable to any piggyback flat car. Can be used on passing *(straight or curved)* or end track locations. Sets up in 10 min. Hauled with any 5th wheel-equipped truck tractor or transported by rail on standard piggyback car. 12-volt hydraulic landing gear assists towing hook-up.

AUTO RAMP SERIES

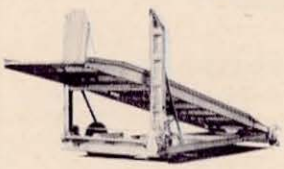


Model 719D13 Mobile Rubber-Tired Ramp. Easily towed over highway—transported over railroads. Air brake-equipped.



Model 719D16 Portable Transverse Rail Ramp. Self-powered. Moves laterally over its own rails to serve any number of tracks.

Model 719D18 Semi-Permanent Dock Ramp. Loads and unloads multi-level racks—serves a single track.



Mobile, portable, or semi-permanent ramps for end-of-car loading/unloading. All are fully adjustable to multi-level auto racks. All have 12,000 lb. capacities.

WHAT ARE YOUR RAMP REQUIREMENTS?

Ask Page and Page for specifications, options, prices on the ramp to fit your job. No obligation.

PAGE PAGE

A DIVISION COMPANY OF DURA CORPORATION

0605 S.W. Curry St., Portland, Oregon, 97201
Phone: (503) 226-1101, TWX: 503-224-4996 TELEX: 036-662 CABLE: "PAGECO"

MANUFACTURERS OF MODERN TRANSPORTATION EQUIPMENT FOR INDUSTRY

John M. Trissal
IC

Allen L. Sams
IC

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—Allen N. Kellenberger, claim agent, B&O appointed general tax commissioner for the C&O and B&O maintaining headquarters at Richmond, Va., and Baltimore, Md.

CHICAGO GREAT WESTERN.—William Blocker, assistant freight traffic manager, Chicago, will retire May 31 after 40 years of service. His successor will be **S. A. Jones.**

D. L. Joerger appointed assistant comptroller, Oelwein, Iowa. **G. D. Blake** named assistant to comptroller—joint facilities, Oelwein.

DULUTH, MISSABE & IRON RANGE.—Glenn A. Squibb, vice president—marketing, **Bessemer & Lake Erie,** Pittsburgh, Pa., appointed also vice president—marketing, DM&IR, with headquarters at 4 Gateway Center, Pittsburgh.

ERIE LACKAWANNA.—C. F. Bayer, director of purchases and stores, Cleveland, elected vice president—purchases and stores. Mr. Bayer is also Chairman, Purchases & Stores Division, Association of American Railroads.

Clinton C. Rau, assistant district sales manager, Cincinnati, Ohio, retires April 30.

Warren G. Barber, assistant to the director of research, promoted to assistant director of research, Cleveland.

GREAT NORTHERN.—Effective April 20, the New York traffic department will be located at 110 East 42nd Street, New York 10017. It was formerly at 233 Broadway, New York 10007.

T. C. Whitacre named trainmaster, Fargo, N. D., succeeding **T. G. Hooker,** appointed rules examiner, Lines East. **Gaylord Rasmuson,** temporary trainmaster, Willmar division, named trainmaster.

HOUSTON BELT & TERMINAL.—R. H. Anderson elected president and general manager, Houston, Tex., succeeding **J. T. Alexander.**

ILLINOIS CENTRAL.—John M. Trissal has been elected vice president—development in charge of directing the diversification program of Illinois Central Industries. Mr. Trissal has been vice president and chief engineer of the IC. He will continue as vice president of the road, but will be succeeded as chief enginer in charge of the Engineering Department by **Allen L. Sams,** assistant chief engineer.

LOUISVILLE & NASHVILLE.—John H. Howard appointed district passenger agent, Atlanta, Ga., to succeed **Martin Kinzel,** who retired March 31 after more than 52 years' service. **R. L. Westerman,** traveling freight agent, San Francisco, named district freight agent there.

L. Duncan Stokes named to the newly es-

Peyton B. Winfree, Jr.
N&W

Dr. J. D. Carroll, Jr.
Tri-State Trans. Comm.

tablished position of manager, community and industry relations, Louisville.

NATIONAL CONTAINER COMMITTEE.—James P. Hackler appointed chairman, Chicago, to fill the vacancy resulting from the retirement of **William G. Hetzel.** Mr. Hackler will also continue as chairman of Western Classification Committee.

NEW HAVEN.—Walter A. Beattie appointed district claim agent, Boston, Mass., succeeding **Edward T. Connelly,** who retired earlier this year after nearly 50 years with the New Haven. Mr. Beattie was formerly a special representative, claims department, New Haven, Conn.

NEW YORK CENTRAL.—William V. Hayes, director of safety, appointed to the newly established position of director of training and safety, New York. Mr. Hayes will provide staff guidance to operating officers in connection with training and development programs. He will continue to direct accident prevention activities for the system. **Joseph A. McGregor,** division engineer, Rochester, N.Y., transferred to the Hudson Division and Grand Central Terminal, New York.

NORFOLK & WESTERN.—James C. Moynihan, resident engineer-bridge inspector, Roanoke, Va., appointed supervisor of bridges and buildings and roadmaster, Roanoke Terminal, succeeding **B. G. Hudson,** appointed chief engineer, **Akron, Canton & Youngstown** (RA, April 13, p. 66). **James E. Monk,** engineering department staff, Portsmouth, Ohio, succeeds Mr. Moynihan.

William S. Garrett, assistant superintendent motive power—locomotive, Roanoke, Va., retired Feb. 29.

Peyton B. Winfree, Jr., appointed director of public relations and advertising, Roanoke, Va. Mr. Winfree was formerly on the staff of Governor Harrison of Virginia as assistant, Division of Industrial Development & Planning, in charge of public relations and advertising.

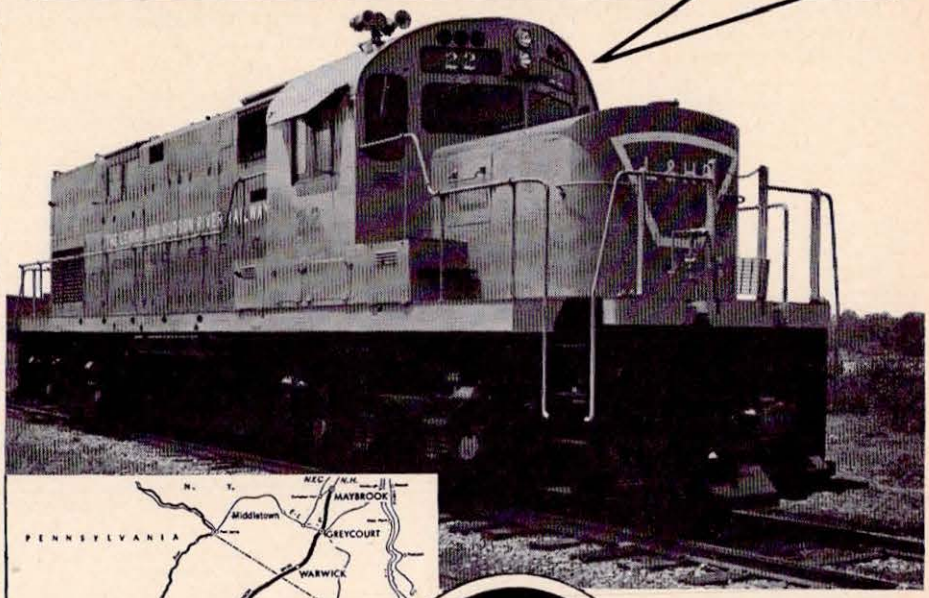
NORTHERN PACIFIC.—R. G. Becker, division storekeeper, Yellowstone division, Glendive, Mont., retired April 1 after more than 49 years' service. **C. H. Ames** named storekeeper, Glendive.

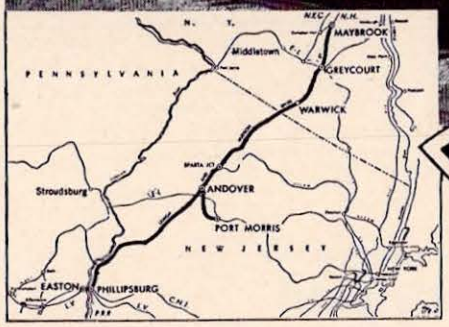
PENNSYLVANIA.—Effective April 1, the following officers are on the staff of, and report directly to, the Chairman of the Board Stuart T. Saunders: Vice president and general counsel; vice president—public and employee relations (with respect to public relations activities); and secretary.

Philip B. Korst, Jr., district sales manager, Peoria, Ill., named district sales manager of the newly opened sales and service office in Vancouver, B.C.

(*Continued on page 70*)

Make Time . . . in and Out of New England





L&HR

via the Lehigh & Hudson River Railway

Looking to speed your freight east, west or south, to and from New England? The L&HR is your direct route—through the Maybrook gateway.

L&HR gives you a "clear track" without terminal congestion . . . offers daily coordinated service with connections to the midwest, west and south.

Modern diesel power is the symbol of Lehigh & Hudson River Railway's fast, superior service and dedication to *shipper satisfaction.*

Call us in Boston, New Haven, Pittsburgh, Cleveland, Chicago, St. Louis and Warwick, N.Y. Phone 986-2281.

R. C. Winchester
General Freight Traffic Manager

L&HR
RADIO EQUIPPED

LEHIGH & HUDSON RIVER RAILWAY CO.

(*Continued from page 69*)

S. J. Cryan appointed medical director, Philadelphia, succeeding **J. M. Brewster,** who retires May 1.

PIEDMONT & NORTHERN.—**E. E. Culbreath,** freight traffic manager—sales and service, Charlotte, N.C., promoted to assistant vice president—traffic there. **David H. Edwards, Jr.,** general freight agent, promoted to freight traffic manager—rates, Charlotte, succeeding **L. R. Lawson,** retired. **F. E. Williams,** freight traffic manager—sales and service, appointed freight traffic manager—sales.

QUINCY FREIGHT BUREAU.—Moved to Room 311-13, WCU Building Quincy, Ill., 62301, effective April 10. The Bureau was formerly at 403 Mussleman Building.

REA EXPRESS.—Has announced appointments and reorganization changes, all effective May 1. **Robert C. Hendon,** vice president-operations, appointed to the new post of vice president—industry affairs, serving on the president's staff, executive department. **Truman T. Moore,** vice president, Northeastern Region, named vice president—operations. **Warren L. Serenbetz,** assistant vice president—operations, named vice president—technical services and equipment, heading the new staff department. **Joseph A. Papa,** assistant vice president—operations, appointed vice president, Northeastern Region. All will be located at New York.

Stanley E. Russ appointed director of the advertising and sales promotion division at New York. Mr. Russ formerly was director of air freight sales planning for Trans World Airlines.

W. B. SAUNDERS & COMPANY.—**Carl M. Snavely, Jr.,** transportation economist, formerly with the **Association of Southeastern Railroads,** has joined the research staff of W. B. Saunders & Co., Economic Consultants, 501 Cafritz Building, Washington, D.C.

SEABOARD.—**James C. Wright,** general agent, Tenn., named division freight agent, Columbus, Ga., following the retirement of **Charles J. Mundee,** assistant freight traffic manager, Columbus. **Jasper S. Riggan, Jr.,** commercial agent, Birmingham, Ala., succeeds Mr. Wright at Memphis.

SOUTHERN.—**C. Edward Arnold,** commercial agent, Chattanooga, Tenn., promoted to district freight agent there.

Earl L. Dearhart appointed freight traffic manager, Cincinnati, Ohio, succeeding **C. C. Cox,** retired. **Herbert E. Wilson,** sales manager, Rail-Highway Services, Atlanta, Ga., succeeds Mr. Dearhart as assistant to vice president, Washington, D. C. **Albert J. Hinton,** regional manager, Rail-Highway Services, succeeds Mr. Wilson, with headquarters remaining in Washington.

James W. Lee, sales manager, Pulp and Paper Industry Services, Atlanta, Ga., appointed executive general agent, Louisville, Ky. **James O. Lowe,** general agent, Pittsburgh, Pa., succeeds Mr. Lee at Atlanta. **John H. Blair,** general agent, freight and passenger sales, Boston, transferred to Pittsburgh, succeeding Mr. Lowe. **Charles E. Soule,** commercial agent, succeeds Mr. Blair.

Allen H. Douglas named assistant vice president, industrial development, Atlanta, Ga. Mr. Douglas was formerly manager, industrial development department, Trust Co. of Georgia, Atlanta.

SOUTHERN PACIFIC.—**Godfrey J. Lyon,** assistant engineer maintenance of way and structures, San Francisco, advanced to assistant to chief engineer there. Mr. Lyon's successor is **Howard F. Dully,** division engineer, Sacramento-Salt Lake division, Sacramento, Calif., who in turn is **replaced by Thomas L. Fuller,** engineer of bridges, San Francisco. **Joseph F. Hoss, Jr.** replaces Mr. Fuller. **James C. Strong** named assistant engineer, San Francisco.

H. J. Bowyer, assistant superintendent, Mechanical Department, Houston, appointed superintendent, Mechanical Department there, to succeed **A. I. Sellers,** retired. **L. H. Sultan,** master mechanic, Los Angeles, replaces Mr. Bowyer, and in turn is succeeded by **T. O. Siegmund,** transferred from Houston. Mr. Siegmund's successor is **John Fleissner,** assistant superintendent of shops, who in turn is replaced by **Fred W. Gehrer,** general foreman.

TORONTO, HAMILTON & BUFFALO.—**F. S. Weatherston** appointed general solicitor, Hamilton, Ont., succeeding **H. Soule,** who has resigned to become president and managing director of Hamilton Trust & Savings Corp.

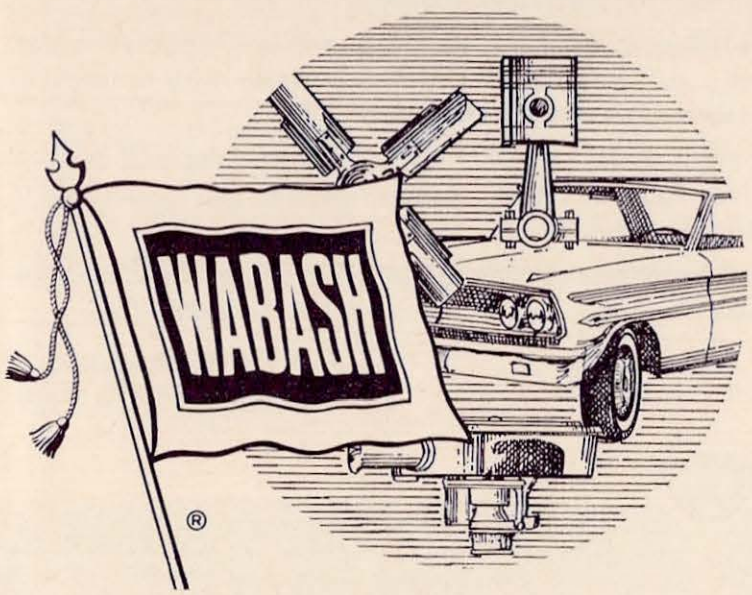
TRI-STATE TRANSPORTATION COMMITTEE.—**Dr. J. Douglas Carroll, Jr.,** deputy executive director, New York, appointed executive director, succeeding **Roger H. Gilman,** who has been on loan from the Port of New York Authority since Sept. 1961. Mr. Gilman returned to the Port Authority as Director of Port Development. Dr. Carroll served as director of the Chicago Area Transportation Study from 1955 to 1963.

UNION PACIFIC.—**A. O. Mercer** appointed assistant general auditor; **D. M. Harriman,** auditor of disbursements; and **K. R. Andersen,** auditor of miscellaneous accounts, Omaha, Neb. **E. R. Miller** elected general auditor, Natural Resources Division, Los Angeles, Calif.

WESTERN MARYLAND.—**B. E. Wynne,** controller, Baltimore, Md., appointed assistant to president. **E. P. Holland,** assistant controller, named controller. **H. L. Ward,** assistant to president, given direction of cost research in addition to other duties.

When it's sold in Mid-Market, U.S.A., it's shipped by Wabash Cannonball Freight Service.

WABASH RAILROAD COMPANY



OBITUARY

Sydney Ford Duncan, director of research and development, **Farr Co.,** El Segundo, Calif., died April 14 at the Good Samaritan Hospital, Los Angeles.

Virgil F. Frizzell, 74, who retired in 1957 as freight traffic manager, **Southern Pacific,** died April 13 at his home in Los Angeles, Calif.

W. T. Scarboro, 66, who retired in 1963 as general agent, **St. Marys Railroad,** St. Marys, Ga., died March 11 in Veteran's Hospital, Lake City, Fla.

Charles A. Sprague, 72, chairman of the board of **Sprague Devices, Inc.,** died March 28 from a heart ailment at Michigan City, Ind. Mr. Sprague pioneered the development of the heavy-duty, air-operated windshield wiper motors which are standard equipment on virtually all locomotives, heavy-duty buses and trucks.

Ray E. Frase
Signode

George Weigand
Plasser

Supply Trade

Ray E. Frase, sales manager, Railroad Sales department, **Signode Steel Strapping Co.,** Chicago, has been appointed manager of that department. **J. S. Gorman** named special assistant to the president. The name of the company has been changed, effective May 1, to the **Signode Corp.**

George Weigand has been appointed vice president, **Plasser Railway Maintenance Corp.** in charge of sales in North America, with headquarters at a newly established office at 20 East Jackson Blvd., Chicago. Manufacturing facilities remain at Rockford, Ill.

Norman E. Almond named assistant manager, disc brake sales, Railway Division, **The Budd Co.,** Philadelphia. Mr. Almond will concentrate his sales efforts on the railroads in the Southern and Southeastern areas.

Vern Gornik has been appointed railway sales engineer, **Cities Service Oil Co.,** Jacksonville, Fla., and will service railroads in the southeastern section of the U.S.

Rear Admiral Charles H. Smith has been elected vice president—special assistant to the president, **Westinghouse Air Brake Co.,** Pittsburgh, Pa. He has been associated with WABCO since 1959 and will continue to supervise the operations of subsidiaries located in Austria, France, Germany, Italy and Switzerland.

Industrial Traffic

Wilfred J. Edmonds, general traffic manager, **Granite City Steel Co.,** Granite City, Ill., has been appointed director of traffic.

William C. Anderson, traffic manager, **The Mead Corp.,** Dayton, Ohio, has been promoted to assistant director of traffic.

Edward C. Everett, assistant manager, Transportation Division, **National Biscuit Co.,** New York, has been promoted to manager of that division, succeeding **Thomas D. Rose,** named staff assistant.

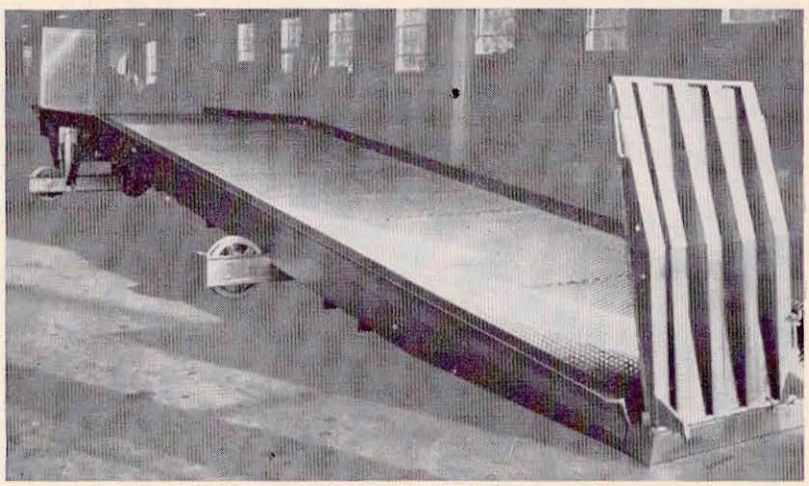
Harry J. Loehlein has been named director, transportation and machinery section, product development division, **Reynolds Metals Co.**

Myron L. Hyman, vice president—distribution and research and senior sales advisor, **International Salt Co.,** died March 26 at his home in Buffalo, N. Y.

2 new Buck units which will increase your TOFC revenue

"A" frame for unloading trucks shipped saddle style ("saw tooth" method)

10,000# capacity. Handles trucks loaded saddle style on flatcars. Operates from the ground. Mounted on 4 pneumatic rubber tires—2 fixed and 2 swivel with steering tongue for movement around yard. Model ARG is used with any flatcar whether or not it is equipped with inverted rails. Model ACV is available for use with special cars which have inverted "V". Both models can be furnished either with an electric hoist or a 1" square drive for air or electric wrench.



Piggy-back (TOFC) ramps for handling loaded trailers from flatcar to ground.

3 Buck units are available for handling fully-loaded piggyback trailers. PB-1: rail-mounted with wheels for lateral movement to serve several spurs, especially where flatcars are received with tractor ends of trucks facing away from dock. PB-2: used as a temporary ramp where loading and unloading potential is unknown; easily moved to another location. PB-3: portable, rubber-tired unit; can be transported around yard or over the highway with an SAE fifth wheel.

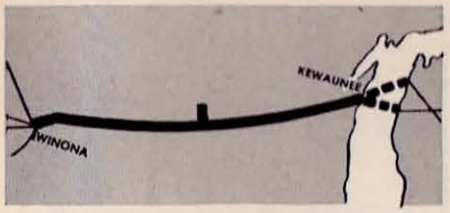
BUCK UP!

For information about any of these Buck units, write to Department RR

BUCK EQUIPMENT CORPORATION
720 Anderson Ferry Road • Cincinnati, Ohio 45238
Phone: Area Code 513—471-8580

GREEN BAY AND WESTERN

Fast, Direct East-West Route



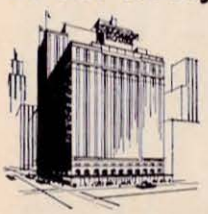
Save a day the Green Bay way

GREEN BAY ROUTE

GENERAL OFFICES AT GREEN BAY, WISCONSIN

ENJOY POPULAR PRICES

at our newly remodeled



1500-room, world-acclaimed SHERMAN HOUSE

Yes, everything has been newly decorated just for you and yours. And our popular prices extend even to our fabulous gourmet restaurants . . .

COLLEGE INN-PORTERHOUSE
Porterhouse Lounge/Grill
Well-Of-The-Sea, Celtic Cafe

Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

No charge for children under 12.

SHERMAN HOUSE

Clark & Randolph/Chicago/FR 2-2100

LETTERS

Railroad efficiency

Chicago

To the Editor:

Railway Age of April 13, 1964, contains a special report on "Why railroads are incomparably the world's most efficient form of transportation." This is a well prepared, well illustrated, thoughtful and informative article on the superiority of rail transportation over other types. I think it should have wide circulation, particularly in industries with transportation problems . . .

E. F. Snyder
Assistant to Chief Engineer
Illinois Central

Milwaukee, Wis.

To the Editor:

Warmest congratulations on the special report in April 13 Railway Age about the efficiency of rail transport. Here at *Trains* we have argued for years that the only excuse for railroading is its inherent efficiency—an efficiency based upon the unique character of the train, what with its built-in guidance system, its low rolling resistance, and the way in which so many load-bearing units can be coupled behind one locomotive.

But how can we expect the public to appreciate the virtues of the train unless it first understands what a train is? Your April 13 issue is an admirable job of explanation and is deserving of the widest possible circulation.

David P. Morgan, Editor
Trains

L&D antidote

Beaver Dam, Wis.

To the Editor:

Reference is made to the Action Page appearing on page 104, issue of March 30, 1964 under the heading, "Railroads' big mystery—L&D."

"Monarch" Ranges load principally the ordinary box car, those made empty at our plant or in the vicinity. It may surprise you to learn about half of the cars loaded have the ends bulged outward, some slightly, requiring a single vertical strip or plank and some requiring vertical 2 x 4's plus horizontal boards to square the bulged ends.

We see articles and advertisements calling attention to substantial carrier investments in modernized yards, specialized cars with improved draft gear, some with roller bearings and other features, etc. It is disappointing not to see some evidence that there is continuous effort being made to hold impacts at 4 miles per hour or less on all cars at all times. An opportunity exists for carriers to capitalize on this potential. Patrons would share in the benefits too.

Assuming cabooses are not equipped with the latest improved draft gear, suggestion is made that every caboose be equipped with an impact register that would record every run made, with the tape submitted at the end of the run along with the other reports. Suggestion is also made that an incentive plan be made effective that would share a reduction in claim payments among key personnel whose activity can directly aggravate or diminish the problem incidence. These two approaches, if implemented, could reverse the present trend.

R. E. Neitzel
Traffic Manager, Monarch Ranges
Malleable Iron Range Co.

Dividends Declared

AKRON, CANTON & YOUNGSTOWN.—common, 40¢, paid April 15 to holders of record April 1.

ATCHISON, TOPEKA & SANTA FE.—30¢, quarterly, payable June 1 to holders of record April 24.

BEECH CREEK.—50¢, quarterly, paid April 1 to holders of record March 13.

CAROLINA, CLINCHFIELD & OHIO.—$1.25, quarterly, paid April 20 to holders of record April 10.

CHICAGO & NORTH WESTERN.—5% Preferred, $1.25, quarterly, paid April 15 to holders of record March 27.

DELAWARE & HUDSON.—30¢, quarterly, paid March 27 to holders of record March 9.

GREAT NORTHERN.—75¢, quarterly, payable May 1 to holders of record April 6.

ILLINOIS CENTRAL.—50¢, quarterly, paid April 1 to holders of record March 2.

MISSOURI PACIFIC—Class A, $1, paid March 31 to holders of record March 20.

NORFOLK & WESTERN.—Adj. preferred, 25¢, quarterly, payable May 8 to holders of record April 16.

PEORIA & EASTERN.—$4.50, paid April 1 to holders of record March 16.

PITTSBURGH & LAKE ERIE.—$1.50, quarterly, paid April 15 to holders of record April 3.

PITTSBURGH, FORT WAYNE & CHICAGO.—$1.75, quarterly, paid April 7 to holders of record March 10.

RICHMOND, FREDERICKSBURG & POTOMAC.—common and dividend obligations, $1.25, paid April 7 to holders of record March 27.

SEABOARD AIR LINE.—40¢, quarterly, paid March 27 to holders of record March 13.

SOUTHERN.—Stock Transfer, $2, semiannual, paid April 1 to holders of record March 16.

TEXAS & PACIFIC.—common, $1, paid March 31 to holders of record March 24.

UNION PACIFIC.—Preferred, 20¢, semiannual; common, 40¢, both paid April 1 to holders of record March 9; 45¢, increased, payable July 1 to holders of record May 28.

UNITED NEW JERSEY RR & CANAL.—$2.50, quarterly, paid April 10 to holders of record March 20.

WABASH.—Preferred, $4.50, annual, paid April 17 to holders of record March 31.

WESTERN MARYLAND.—Preferred, 40¢, quarterly; common, 25¢, quarterly, both paid March 31 to holders of record March 18.

WHEELING & LAKE ERIE.—Prior Lien, $1; common, $1.4375, both payable May 1 to holders of record other than the Nickel Plate Road, April 10.

State aid asked on crossings

The persistent problems of grade-crossing protection would be a lesser one if more states would set up special funds to provide the public share of the cost of installing protection devices. That's the thesis of James W. Karber, chairman of the Illinois Commerce Commission—whose state set up such a fund in 1957 and has since put more than $3.5 million from the fund into crossing protection.

Over the past seven years, he told a meeting of railroad and utilities commissioners in Biloxi, Miss., the fund has helped finance installation of signals (with or without gates) at almost 400 grade crossings: "Few of these would have been protected without such help."

- **About grade separation:** Mr. Karber does not play down the need for grade separations. But he regards the expenditure for protective devices as a considerably more practical approach. Illinois' $3.5-million contribution, he pointed out, is about equal to the cost of a dozen ordinary highway-rail grade separations.
- **Who pays maintenance?** A second perennial problem—one which often brings carriers and commissions into conflict—also got a searching look from the Illinois commission chairman.

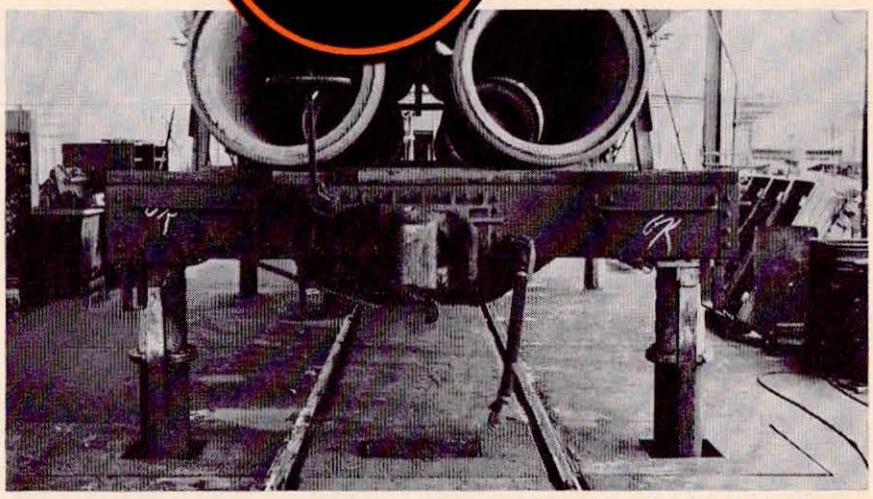
Railroads, said Mr. Karber, "insist that the argument which justifies public participation in the installation and construction cost of protective devices and separation structures applies with equal force to the growing cost of maintaining such signals and structures. They further claim that prompt action to provide public money would, as a practical matter, hasten the provision of this needed protection and that the explosive growth of motor-vehicle traffic makes this protection more necessary than ever.

- **Support for railroads.** "We must concede that there is a great deal of weight to their contention. While I agree that the public's share of the cost of installation and construction should soon go to 100%, present limitations on the funds available make it impractical at this time for the public to pick up the cost of maintenance. If the legislatures and the Congress will make available the money to both install and maintain, we would get the job done with the promptness required by traffic conditions." ■

BIG CARS, LONG CARS, NEW CARS

100-ton capacity center jack lifting 85 ft. truck-train car.

New RMC Systems



50-ton capacity outside jacks raising loaded flatcar

WILL JACK THEM ALL

With the combination of center and outside **hydraulic** jacks . . . RMC Systems will handle all of the new cars. Remotely-operated center jack positioned under center sill permits truck removal, and positioned under truck bolster, repacking and spring renewal. Newly designed outside jacks allow doing more work at 30% less cost than traversing units. Passenger car jacks also available. **Ask for Jack Bulletin!**

Railway Maintenance Corporation • Box 1888 • Pittsburgh, Pa. 15230

RMC Spot Car Repair Systems

CURRENT QUESTIONS

Weight location aid to engineer?

To the question and answer editor:

In a recent issue of your magazine, Editor Lyne mentioned a suggestion from a locomotive engineer who believes he could handle freight trains more satisfactorily if he knew, not just the gross tonnage of his train, but where the weight is located (RA, Jan. 27, p. 29). As a railroad supplier, it seems to me it would be perfectly feasible to design automatic equipment in connection with existing classification systems of modern yards that would provide exactly this type of information, if there is a demand for it. Perhaps some of the readers of your Question and Answer page would like to comment on this point. *These comments were submitted by a railroad supply representative who does not wish to be otherwise identified at this time. To get the ball rolling, we are printing here one answer. Let's hear from other readers who have had experience with this operating problem.—Editor.*

To the question and answer editor:

Perhaps the most serious factor involved in freight-train slack control is the condition arising from handling mixed trains consisting of loaded cars of various weights and empty cars. It is the practice (and rule on some railroads) for freight-train conductors to inform the engineman of the train consist. This information is necessary to the engineman for proper slack control.

However, with today's modern through trains using several crews, it is not always possible to inform the enginemen of the train consist.

The problem of train handling and slack control then depends on guesswork. Many costly derailments due to broken couplers occur. These and freight damage claims are often the result of improper slack control of trains. A good method to overcome much slack action would be to haul empties and loads in different trains. However, this is impractical, and even impossible, on most roads.

On the Reading, slack control problems have been greatly improved as a result of issuing to enginemen special train-handling instructions covering the territory over which they operate. These instructions are a guide to aid the engineman in handling any type of train.

Various new types of cars are being built to carry special commodities, and heavier loads. Train consists are made up dependent on destination of cars. Empties, light loads and heavy loads are indiscriminately intermixed throughout the trains. Trains are longer and heavier, requiring more power for their movement, and slack action is greater.

With improved car accounting, it is now possible to give specific information regarding the distribution and weights of cars in the train to the enginemen. An engineman provided with such information could and would do a better job of train handling in compliance with the carrier's instructions regarding operation of air brakes and trains.—*E. S. Watters, general road foreman of engines, Reading Co., Reading, Pa.*

Send those questions, comments

With this issue of Railway Age, this department returns for the first time in more than a year. The Current Questions department will be under the general direction of a railroad officer who, because he is still active, prefers to remain anonymous.

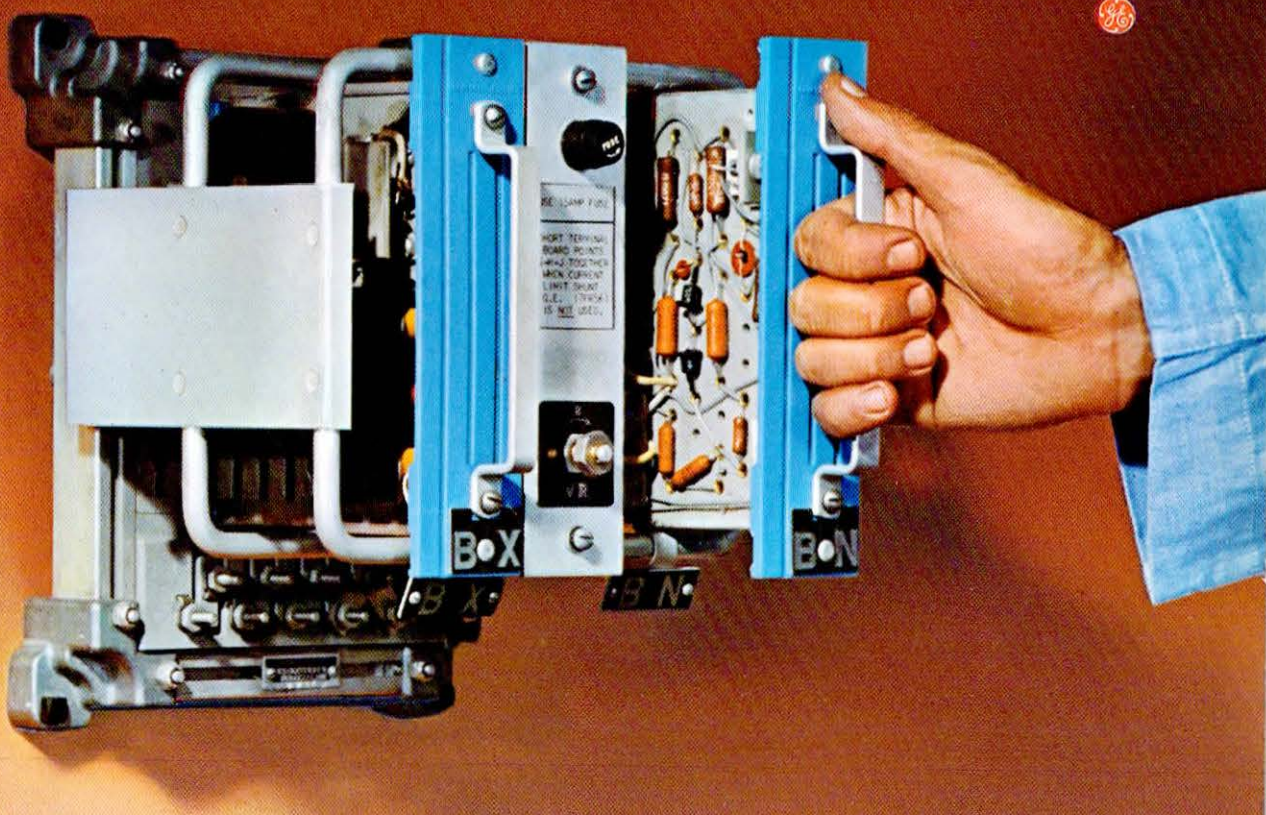
As in the past, this department will provide a forum for railroaders who want to explore questions of importance to their industry. Both questions and answers will be welcomed from readers at all levels of responsibility in the industry and associated fields. Railway Age will pay $10 to any reader submitting a question that forms the basis for a column discussion. Correspondence should be addressed to Question and Answer Editor, Railway Age, 30 Church St., New York, N.Y. 10007.

Questions for consideration may deal with any phase of railroading. The only criterion is that they should be of general interest. The fact that a question deals with a controversial subject will not bar it from consideration. Communications to the department must be signed, but will be presented anonymously if requested.

Our question this week is concerned with the operating department, but questions are welcome from any department: sales, marketing, accounting, passenger service, transportation, research, industrial development, communications, mechanical, purchases, engineering. You bring it up, and you are likely to find that the same problem has been bothering someone else who has, perhaps, a possible solution.

Let's hear from you, the readers: first with your comments on today's question, and then with the questions you would like discussed.—*Editor.*

Accent on VALUE



G-E Research Delivers
Another Added Value for
Locomotive Renewal Parts

NEW STATIC VOLTAGE REGULATOR

General Electric's new static design voltage regulators deliver fast, reliable regulation for a wide variety of auxiliary generators.

Reliability has already been proven in actual railroad service. **New circuit design** performs continuously in high operating ambient temperatures with built-in protection for voltage surges and spikes. **Functional, card-mounted circuits** are easy to install and remove without tools . . . **"Three-wire"** design speeds up installation. **Single regulator design** replaces previous models to simplify stocking and maintenance.

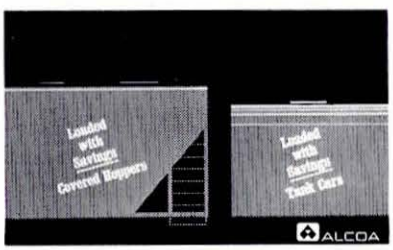
For more information on the 17FH20 regulator, please contact your G-E Transportation Renewal Parts Sales Engineer or write for Bulletin GEA-7748, General Electric Company, Section 121-12, Schenectady, N. Y.

GENERAL ELECTRIC

WHAT CAN WE DO FOR YOU?

Louisville & Nashville (40 covered hoppers) chopped tare weight by 5½ tons per car, cut maintenance and operating costs and prevented cargo contamination by using ALUMINUM...WHAT CAN WE DO FOR YOU? Pittsburgh Plate Glass (16 sodium-chlorate tankers) got extra-fast loading and unloading and reduced corrosion problems by using ALUMINUM...WHAT CAN WE DO FOR YOU? Missouri Pacific (200 covered hoppers) increased payload, improved volumetric efficiency and lowered maintenance and down time by using ALUMINUM... WHAT CAN WE DO FOR YOU? Southern Railway (180 covered hoppers) carried commodities requiring extra-clean car interiors and improved payload efficiency by using ALUMINUM...WHAT CAN WE DO FOR YOU? Interested? Alcoa works continuously with America's railroads, car builders and shippers to develop weight-saving answers to dead weight problems by using ALUMINUM... WHAT CAN WE DO FOR YOU? In 1963, Alcoa put more aluminum to work on America's railroads than any other supplier. Call your nearest Alcoa sales office. Or write Aluminum Company of America, Railroad Division, 1765-D Alcoa Building, Pittsburgh, Pennsylvania 15219. Tell us . . .

WHAT CAN WE DO FOR YOU?



What can we do for you? Railroad? Car builder? Shipper? When it comes to tankers and hoppers, this new booklet *Loaded With Savings* has weight-saving Alcoa® Aluminum answers. ← Get yours. Call your nearest Alcoa sales office.

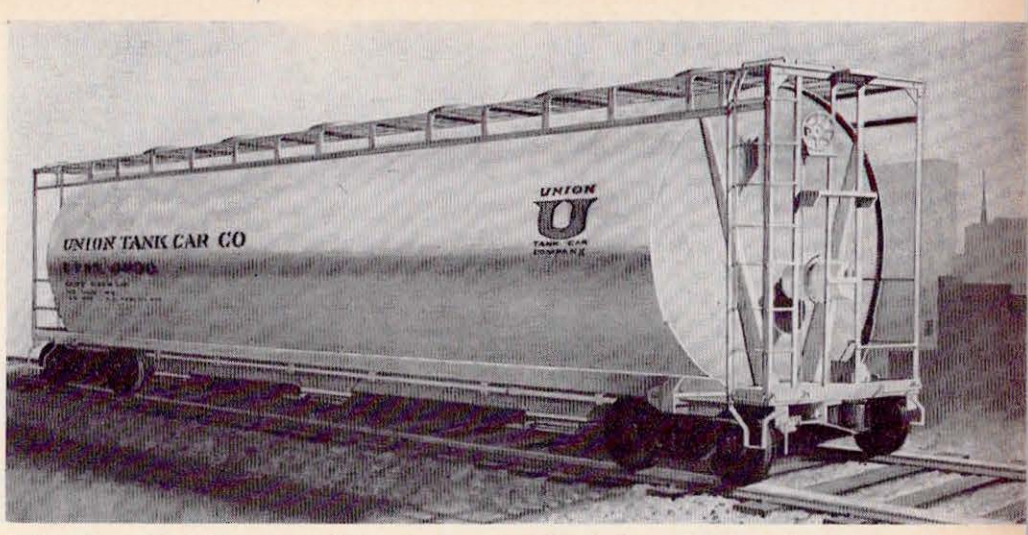
ALCOA

PRI MEMBER

ALCOA BRINGS YOU AMERICA'S FINEST NEWS SHOW . . . **THE HUNTLEY-BRINKLEY REPORT,** ON NBC-TV

Union Tank expands

The builder will now sell as well as lease tank and hopper cars—emphasizing new design.



Union Tank Vari-Flow covered hopper car, for dry bulk materials, offers three types of discharge units. It can be compartmentized to suit shipper needs.

For the first time in its 73-year corporate history, Union Tank Car Co. is selling railroad tank and hopper cars. The new marketing program supplements Union Tank's leasing activities.

The company also has announced its first sale of cars (ten Pressure Flow tank cars were purchased by the Seaboard Air Line), and the start of large-scale production of its Vari-Flow tank-type covered hopper car. The Vari-Flow cars will be available to shippers in late June, for purchase or lease.

"Our new marketing policy permits us to do business with that sizable segment of the market that traditionally prefers to buy railway equipment rather than lease it," says Union Tank's president, J. W. Van Gorkom. "We believe many of these shippers are interested in purchasing cars from us because of the advanced designs we have to offer."

The 100-ton-capacity SAL Pressure Flow cars use an air-pressure system operating at 30 to 52 pounds per square inch to aerate lading and unload cargo into storage bins. The railroad will use the cars in bulk cement service. They are designed, however, to carry other commodities, including bentonite, barite, lime, flour, starch sugar and salt. Cargo protection is provided by a completely closed unloading system which prevents contamination, waste and spillage. The need for conveyor systems is eliminated. One man can handle the entire unloading operation from either side of the car. For most commodities unloading takes less than one hour.

The Vari-Flow car is designed to carry a wide range of dry bulk materials, including fertilizers, salt, phosphate rock, fine sand, barites, chemicals, sugar, soda ash, lime and alumina.

Union Tank claims the following advantages for the Vari-Flow car:

- The 3,500-cubic-foot car weighs only 62,000 pounds, permitting a payload of 201,000 pounds, or some 8,000 pounds more than conventional 3,500-cubic-foot hoppers now in service. This large payload is achieved by reducing the car weight through elimination of some structural parts. The car design employs a variation of Union Tank's HD (Hot Dog) understructure in which the structural strength of the car's steel tank is utilized and the conventional center sill is eliminated.
- Faster unloading is possible because the car interior is free from brackets and supports and discharge gates are positioned on the center line of the car. The car has large-size unloading outlets and 50-degree slope sheets.
- More efficient unloading because the center line unloading discharges the lading between the rails. This prevents contamination and eliminates the need for side pits alongside the center pit.
- Greater flexibility because the car offers shippers a choice of three basic types of discharge units, each of which has two variations. The types include: gate and butterfly discharge outlets, both either aerated or non aerated, and a pneumatic outlet with either fixed or variable flow. All outlets are interchangeable bolt-on designs. Some are designed for extra fast discharge, others for slow discharge. Outlets can be operated from either side of the car.
- Fast loading is accomplished through seal-type circular or rectangular hatches on the center line of the car. The shipper can specify the number and size of hatch that best suits his requirements. The car can be built as a single container, or with two or three compartments.

The Vari-Flow car is 51 feet 2 1/4 inches over strikers and is 10 feet 7 3/4 inches wide. It has a maximum height of 15 feet 7/8 inches. Roller or plain bearings are optional. With 100-ton trucks, 6 1/2 x 12 roller bearings are used with 36-inch wheels. The 70-ton trucks are equipped with 33-inch wheels and 6 x 11 roller bearings. ■

Regulation: a partnership

There have been occasional conflicts of interest between federal and state regulatory agencies, but by and large it's a healthy partnership, says ICC Commissioner Rupert L. Murphy.

Speaking at a Biloxi, Miss., meeting of the Southeastern Association of Railroad and Utilities Commissioners, Mr. Murphy emphasized that an expansion of this partnership effort "will provide the answer to many of the serious problems which confront the transportation industry of this nation."

- **One target: illegal carriage.** Zeroing in on the problem of unlawful carriage, Mr. Murphy recalled that over the years, "'the Commission has enjoyed the full cooperation of State regulatory and police agencies in its enforcement activities. For example, without the assistance of State police, our road check program would be impossible to conduct."
- **Congress could take the lead.** Mr. Murphy indicated that other proposals presently before Congress would strengthen enforcement powers still more: S.2152 and H.R. 9903 are under active consideration in the Capitol, and Sen. Warren Magnuson (D.-Wash.) reportedly will support in the Senate Commerce Committee a proposal to add 300 employees to the Commission's enforcement staff, with a view to expanding the joint federal-state war on unlawful motor carriage. ■

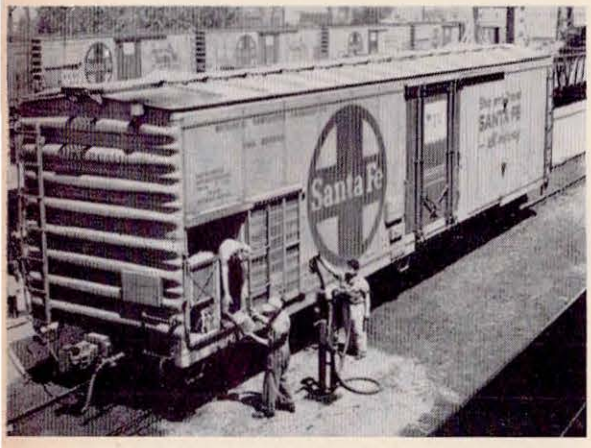
ATCHISON, TOPEKA & SANTA FE operates 84,000 freight cars on 13,000 miles of track, stretching from the Great Lakes to the Pacific and fro

"Santa Fe—always on the

Santa Fe accepts the challenge of rising operating expenses and competition from other modes of transportation with the vigor that has made it one of the nation's leading roads. A pioneer in the development of specialized cars, Santa Fe annually carries out a multimillion dollar program of building new rolling stock to offer shippers and passengers a complete, customized transportation service.

To improve handling of shippers' products, Santa Fe added its own design Shock Control cars, which have set records for safe movement of fragile freight; MTC cars, which control interior temperatures from zero to 70°F; and tri-level Autoveyor cars developed by the Santa Fe for use in automobile shipment. For passengers, the road added 55 cars including an improved version of its Hi-Level car.

As a prominent aid in operating and maintaining that stock, Mobil offers Santa Fe—and other roads—Mobil diesel fuel, Mobil lubricants and most important, Mobil experience. Mobil men average over 25 years' experience, understanding not only petroleum products, but railroading, too. They're armed with proven products, complete technical information,



MECHANICAL TEMPERATURE CONTROL cars like these are capable of keeping 59 tons of perishable freight at any temperature between zero and 70°F. The mechanical refrigeration units are driven by Mobil-lubricated diesel engines.

SHOCK CONTROL CARS developed by the Santa Fe are setting records for miles of damage-free freight movement. Hydraulic heart of the mechanism is filled with Mobiloil Special, because of its wide temperature performance.

PIGGY-BACK is a rapidly growing service on all parts of the Santa Fe system, and is operated in co-operation with some 200 motor carriers. Here, oiler checks level of Delvac® Special in diesel engine

ıe Colorado Rockies to the Gulf. These giant diesels are ready to pull a fast freight from Corwith Yard, Chicago, for a 60-hour run to California.

move toward a better way"

a network of strategically located supply points, and a policy of providing special personal service in working on specific customer problems.

Among other indications of Santa Fe's progressive attitude shown in 1963: the rapidly expanded piggy-back operation and the development of a microwave communications network to extend from Kansas City to the Coast.

The Santa Fe's determination to provide precision transportation should add even more luster to its reputation as one of the most advanced—and most successful—railroads.

Mobil

RAILROAD PRODUCTS

99 years of helpful association with America's Railroad Industry

Mobil Oil Company, 150 E. 42nd St., New York 17, N.Y. · 59 East Van Buren St., Chicago 5, Ill.

on refrigeration unit for one of Santa Fe's own piggy-back trailers. Besides lubricating oils, Mobil supplies Santa Fe requirements for diesel fuel and specialty products such as Mobil curve grease.

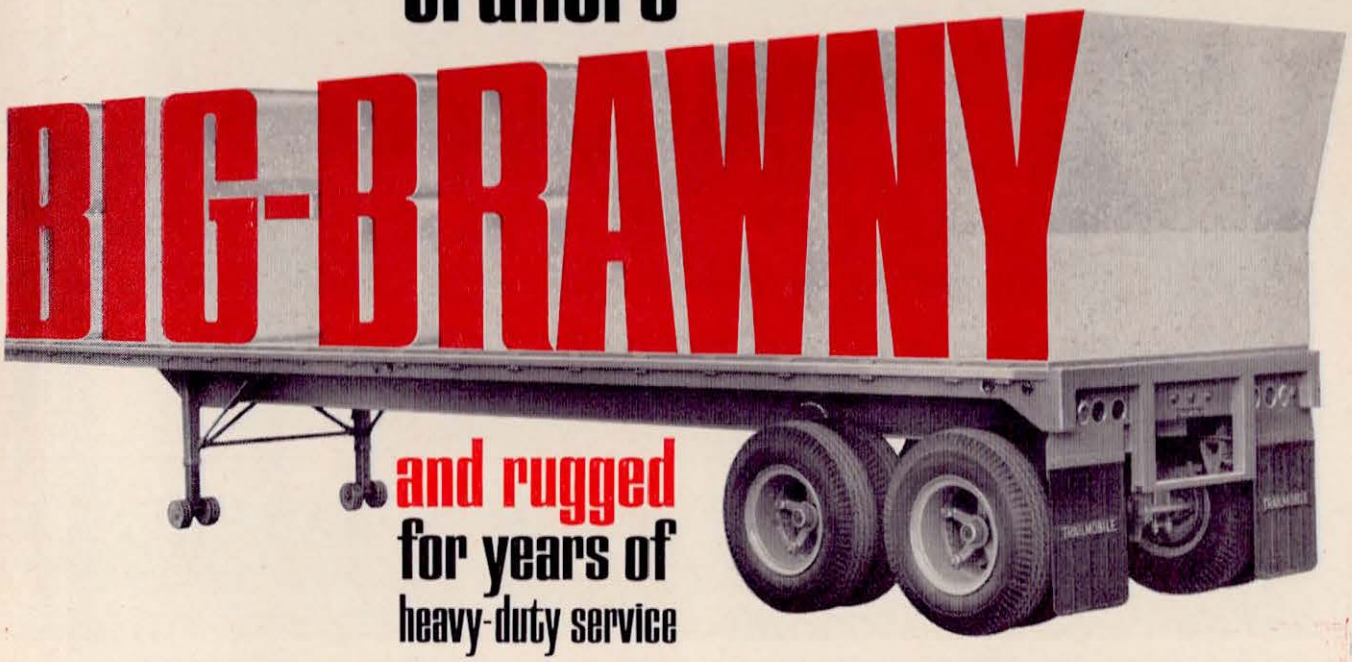
TRI-LEVEL AUTO-VEYORS, first built in Santa Fe shops in 1960, changed the method of transporting new automobiles. Tri-level car carries 12 standard or 15 compact vehicles. Each is equipped with Shock Control mechanism, filled with Mobiloil Special.

SUPER CHIEF features a unique Pleasure Dome Lounge Car with its famous Turquoise Room for private dinner parties. Air-conditioning and electrical plants for these lounge cars are powered by Delvac S230-lubricated diesel engines.

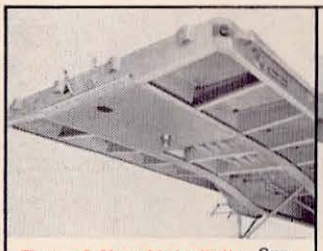
Rolling your way
from Trailmobile

a tough new line of platform trailers

BIG-BRAWNY



and rugged for years of heavy-duty service



Rugged New Main Rails. Specially fabricated extra deep I-beams of high-tensile steel with continuous lower flange.

Rugged New Outer Rails. Made from 8-gauge steel to create a reinforcing pocket for I-beam crossmembers. Steel casting protects corners.

Rugged New Rear End. Extra deep (13½"). Full-width tail shelf and four steel bumpers protect against dock impact and damage to lights.

Converts to Open Top. Interchangeable aluminum side panels permit easy, quick conversion to open top for backhaul versatility.

Certified for Piggyback Service

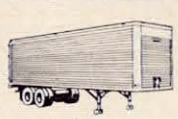
. . . yet no penalty in weight or price! Trailmobile announces two rugged new platform trailers that really separate the men from the boys: the Heavy Duty and the Extra Heavy Duty. These two bruisers can take on the crushing weight of steel, cement or other heavy loads and still come back for more. The kind of platforms that make for profitable hauling year after year after year. And you'll be pleasantly surprised to know that all the new features shown at left—plus many more—are yours at no penalty in weight or price. Get the facts now—call your nearest Trailmobile branch or dealer. Or write to Trailmobile, Cincinnati, Ohio 45209.

You can expect **more** from

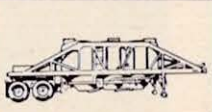
TRAILMOBILE

Cincinnati, Ohio 45209 · a division of Pullman Incorporated

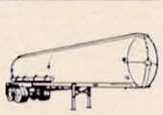
NEW AND USED TRAILERS, PARTS, SERVICE AT THE T/M SIGN IN ALL PRINCIPAL CITIES



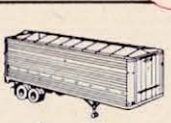
Vans



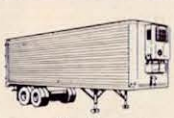
Bulk Commodity Units



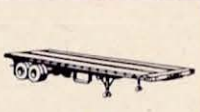
Tanks



Open Tops



Reefers



Flats

MARKET OUTLOOK

Carloadings rise

Loadings of revenue freight in the week ended April 18 totaled 581,127 cars, the Association of American Railroads announced on April 23. This was an increase of 51,509 cars, or 9.7%, compared with the previous week; an increase of 19,866 cars, or 3.5%, compared with the corresponding week last year; and an increase of 11,634 cars, or 2.0%, compared with the equivalent 1962 week. Ton-miles generated by carloadings in the week ended April 18 are estimated at 12.8 billion, an increase of 7.1% above the corresponding week of 1963, and an increase of 11% above the 1962 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Apr. 18

District	1964	1963	1962
Eastern	85,856	79,195	82,917
Allegheny	102,004	97,639	92,931
Pocahontas	53,617	54,788	53,393
Southern	115,541	116,690	116,027
Northwestern	66,780	60,333	66,981
Central Western	117,143	112,909	116,621
Southwestern	40,186	39,707	40,623
Total Western Districts	224,109	212,949	224,225
Total All Roads	581,127	561,261	569,493
Commodities:			
Grain and grain products	45,218	51,160	51,957
Livestock	2,666	3,158	4,276
Coal	112,789	109,886	106,208
Coke	8,985	8,437	7,976
Forest Products	38,655	35,342	37,725
Ore	31,643	19,687	24,629
Merchandise l.c.l.	13,376	17,897	23,957
Miscellaneous	327,795	315,694	312,765
Apr. 18	581,127	561,261	569,493
Apr. 11	529,618	556,081	554,866
Apr. 4	519,494	546,021	547,674
Mar. 28	528,157	558,613	565,098
Mar. 21	537,056	534,998	555,873
Cumulative total, 16 weeks	8,424,647	8,262,475	8,574,095
Estimated Revenue ton-miles (millions) 16 weeks	190,800	180,100	178,000

PIGGYBACK CARLOADINGS.—U.S. piggyback loadings for the week ended Apr. 11 totaled 15,181 cars, compared with 15,052 for the corresponding 1963 week. Loadings for 1964 up to Apr. 11 totaled 237,973 cars, compared with 218,050 for the corresponding period of 1963.

IN CANADA.—Carloadings for the seven-day period ended April 7 totaled 72,202 cars, compared with 90,841 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
April 7, 1964	72,202	25,401
April 7, 1963	60,851	23,663
Cumulative Totals		
April 7, 1964	952,833	348,116
April 7, 1963	830,903	313,189

FREIGHT-TRAIN CARS

► *Akron, Canton & Youngstown.*—Ordered 150 general-purpose box cars equipped with 9-ft sliding doors and 6-ft plug doors and roller-bearing trucks from Pullman-Standard for delivery in third-quarter 1964. AC&Y also ordered 20 4,427-cu-ft-capacity covered hopper cars from P-S for second- and fourth-quarter delivery.

► *Baltimore & Ohio.*—Ordered 2,000 "Super-80" 84-ton-capacity hopper cars from its DuBois, Pa. shops, for use in unit-train service. Delivery is scheduled for completion in July.

► *Chicago & Eastern Illinois.*—Will build 625 40½-ft box cars at its Danville, Ill., company shops. Cars will be equipped with nailable steel flooring. Production will begin Aug. 1 and deliveries will be completed by mid-January 1965. Total cost of the order will be $6,875,000.

► *Nickel Plate.*—Ordered 38 60-ft 100-ton-capacity box cars from ACF. The cars will be equipped with cushion underframes and racks for handling automobile transmissions. Delivery is scheduled to begin in September.

► *Northern Pacific.*—Ordered 200 100-ton, 3,800-cu-ft-capacity hopper cars from Pullman-Standard, at a cost of about $2.8 million. Delivery is scheduled for third quarter 1964.

► *Western Pacific.*—Ordered 25 4,650-cu-ft-capacity HC Center Flow bulk-material-handling cars from ACF, at a cost of $375,000. Delivery is scheduled for later this year.

LOCOMOTIVES

► *Chicago & Eastern Illinois.*—Ordered 10 2,500-hp GP35 diesel-electric units from EMD for delivery beginning July 1.

NEW FACILITIES

► *Pennsylvania.*—Ordered 60 hotbox detectors from Servo at a cost of approximately $2 million. The detectors are to be installed this year on mainlines of the system.

ORDERS & DELIVERIES

Orders increase.—Orders were placed in March for 7,742 new freight cars, compared with 3,821 in February. Orders in March 1963 totaled 5,471. Deliveries in March totaled 6,580, compared with 5,467 in February and 4,026 in March 1963. Backlog of cars on order and undelivered as of April 1 totaled 36,919, compared with 35,880 on March 1 and 20,970 on April 1, 1963.

TYPE	ORDERED MARCH 1964	DELIVERED MARCH 1964	ON ORDER AND UNDELIVERED APRIL 1, 1964
BOX—PLAIN	2,612	1,199	7,884
FLAT	1,076	694	1,624
GONDOLA	350	0	1,520
HOPPER	1,400	2,610	11,276
COVERED HOPPER	1,459	548	6,327
REFRIGERATOR	279	798	3,195
STOCK	0	0	300
TANK	366	562	2,107
CABOOSE	0	42	158
OTHER	200	127	2,528
TOTAL	7,742	6,580	36,919
CAR BUILDERS	5,510	4,136	20,960
RAILROAD SHOPS	2,232	2,444	15,959

YOU OUGHT TO KNOW

Shopcraft board gets more time. President Johnson has extended to June 17 the deadline for a report from the emergency board now studying the dispute between the carriers and the shopcraft organizations. Major issues are job security and work-rule changes. The board, created in March, had originally been scheduled to report this month.

February accident report: There were no passenger fatalities and four passenger injuries in February 1964, compared with no fatalities and no injuries in February 1963, according to the ICC. Nine employees were killed while on duty and 1,433 injured in February 1964, compared with 14 killed and 1,616 injured in February 1963.

Unit coal train for NP: New business for a Northern Pacific branch line will come early in 1967, when United Power Association starts taking delivery of lignite coal in unit trainloads at a new generating station to be built at Stanton, N.D. NP will haul the coal from North American Coal mines at Zapp, N.D., about 30 miles from Stanton. Initially, volume will run about 1 million tons per year—but it's thought the total could eventually run to 4 million tons annually. At present, NP is reportedy figuring in terms of using 80-ton hoppers, 50 cars to the unit train.

Iran-Turkey rail link: As a Central Treaty Organization project, an 181-mile railroad will be built between Iran and Turkey at a cost of $57.3 million, of which $18.3 million will be provided through a U.S. AID loan.

Available—four Slumbercoaches: As of mid-May, four Slumbercoaches—used by Baltimore & Ohio and Missouri Pacific on a lease basis—will go back to the Budd Co. The cars operated Washington-Baltimore-St. Louis-San Antonio, via B&O's "National Limited" and MP's "Texas Eagle." B&O, which had three cars under lease, will substitute a 16-duplex-roomette, four-double-bedroom car with a space rate slightly higher than that carried by the Slumbercoaches. MoPac's Eagles will be switched back to an all-first-class sleeping-car service. Reason for the turn-back of the Slumbercoaches: declining patronage on the eastern end of the operation.

TV award goes to NP: The Minneapolis Ad Club presented its OLAF (Outstanding Leadership in Advertising Formation) Award to the Northern Pacific, for a 60-second television commercial entitled "Watchful Eyes," concerned with NP freight operations.

New railway supply group: Membership in the newly-created Foundation Brake Rigging Research Committee is open to all firms engaged in manufacture of foundation brake rigging components. Officers are F. K. Veasman, Chicago Malleable Castings, chairman; G. H. Arrasmith, American Brake Shoe, technical director and vice chairman; Richard Barefoot, Davis Brake Beam, secretary-treasurer.

N&Ws coal outlook is bright: Hamilton Redman, Norfolk & Western vice president—finance, reported a 19% jump in N&W coal loadings during the first quarter 1964, compared with last year. Mr. Redman found the outlook for expanded coal production encouraging in all major markets—domestic steel production, electrical power plants and overseas consumption.

Rise in auto by rail: Volume of rail shipment of motor vehicles from factories to dealers is five times what it was five years ago, the AAR reports. The rail share of the auto-moving market soared from 8% in 1959 to 20.5% in 1961, and reached 27.7% in 1963 (when rails moved 2,521,000 vehicles). Multi-level rack cars get main credit for the rail upsurge.

Fireman of the year: Ralph M. LaRue of Columbus, Ohio, an employee of the Pennsylvania has been honored by the Brotherhood of Locomotive Firemen & Enginemen as its "Locomotive Fireman of 1963." He received $500 and had his name added to a silver locomotive trophy for having saved a two-year-old child from the path of his train in Greenville, Ohio, in July 1963. The award was made at a March 26 dinner in Washington, D. C., by BLF&E President H. E. Gilbert.

Current statistics

Net income, estimated	
12 mos., 1963	$651,000,000
12 mos., 1962	572,000,000
Carloadings, revenue freight	
16 wks., 1964	8,424,647
16 wks., 1963	8,262,475
Freight cars on order	
Apr. 1, 1964	36,919
Apr. 1, 1963	20,970
Freight cars delivered	
3 mos., 1964	17,300
3 mos., 1963	9,545
Serviceable cars	
Mar. 1, 1964	1,411,426
Mar. 1, 1963	1,416,368

S.P. Auto-Pack train passing California's Mt. Shasta en route to Portland. S.P. will put at least 50 new Auto-Pack cars in service this year.

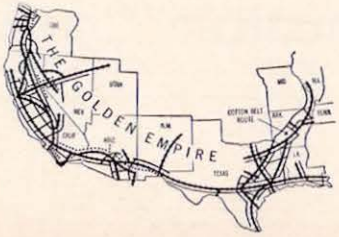
PROBLEM: Distribution in the West and Southwest.
SOLUTION: Southern Pacific.

S.P. auto transport, ready for trip to local dealer. Driver specialists of S.P. Truck Services handle loading, delivery.

S.P. has what automobile shippers need for efficient distribution in the West and Southwest: the routes to serve widely scattered markets; the schedules to assure on-time delivery of the right models in the right place; the rates to keep costs competitive; and the special equipment to do the job—by rail or highway.

For long-distance delivery by rail, S.P.'s bi-level and tri-level Auto-Pack cars can carry as many as 12 standard-size automobiles or 15 compacts. For nearby deliveries, S.P.'s modern highway transports haul double-decked loads.

Automobile shipments are just one example of S.P.'s adaptability. What's *your* distribution problem? Whatever it is, bring it to Southern Pacific, where you'll find the experience, the equipment, and the diversified transportation system to give you the right solution.



Southern Pacific

Serving the Golden Empire with
TRAINS · TRUCKS · PIGGYBACK · PIPELINES

B&O

What are they all talking about?

B&O's New "Red Circle Day Bargain Fares" for Pullman Travel, of Course!

SAVE 31%

on Mondays, Tuesdays and Wednesdays

(Except during the Christmas holiday period from Dec. 20 to Dec. 31)

New Low Rates on First-class One-way Travel Good on all B&O Lines . . . Reduced Pullman Space Charges, too!

BALTIMORE AND OHIO RAILROAD

Rail spending rise helps suppliers prosper

The railroad spending boom is reflected in healthy income statements now beginning to trickle out of the front offices of suppliers.

Net income of AMSTED Industries in the six months ended March 31 jumped 100% from the year-ago figure —from $2,028,351 to $4,054,486. AMSTED reports increased sales in all product lines, but "the largest increase occurred in sales of component parts for new freight cars." The company's outlay for plant and equipment amounted to $4.5 million in the first six months of this fiscal year, a major portion of which was for a new steel wheel plant newly opened at Bessemer, Ala.

General Steel Industries reports first quarter 1964 earnings to be "the highest in the history of the company for any three-month period." GSI earned $1,407,652 in this year's first quarter, compared with $1,256,255 in 1963. The company's current backlog of unfilled orders amounts to $70,214,000, compared with $61,300,000 on Dec. 31, 1963.

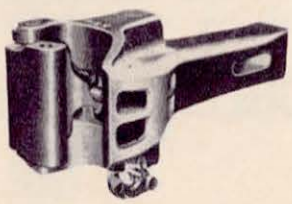
Westinghouse Air Brake had first quarter '64 earnings of $2,313,607, compared with $1,909,497 in the corresponding '63 period, an increase of 21.2%. Higher sales to railroad and construction markets were the chief contributors to the improved performance, says WABCO President A. King McCord.

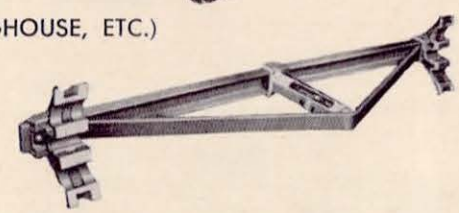
For Aeroquip, the six months ended March 31 represented the best first half in the company's history. Net earnings came to $2,050,214, an 80% gain over last year's first half.

Earnings of Alco Products for this year's first quarter were 19% higher than in first quarter '64 ($776,000 against $652,000). The increase is attributed mainly to reduced federal taxes plus overhead reduction and improved operating efficiencies. Actually, Chairman William G. Miller has told stockholders, locomotive orders "so far this year have not fully lived up to our expectations." However, he adds, "we see no cause to change our projections that 1964 will be another good year."

Thi$ $crabble Will $ave you Dollar$

CO M PRESSION TESTED TRUCK SPRINGS
CERT I FIED, REBUILT POWER BRAKES, AAR APPROVED
SAN D BLASTED SIDE FRAMES AND BOLSTERS
COUP L ERS, TYPE "E" 60, 61 and 63
A A R APPROVED CAST STEEL YOKES
K N UCKLES, ALSO ALL OTHER COUPLER PARTS
D RAFT GEARS, ALL TYPES (MINER, WESTINGHOUSE, ETC.)
R EPAIR ALL TYPES RR FREIGHT CARS
E XCELLENT SERVICE AND PROMPT DELIVERY
C AR PARTS SECOND HAND FOR FREIGHT CARS
L OWEST PRICES
A LL PARTS ARE UNCONDITIONALLY GUARANTEED
M ODERN SHOP FACILITIES
A IR HOSE, REBUILT WITH NEW HOSE AND TESTED FITTINGS
T ESTED ANGLE COCKS AND DIRT COLLECTORS
I NSPECTED REGULARLY BY THE AAR
O VEN PYROMETER CONTROLLED
N O ORDERS TOO SMALL OR TOO LARGE





Complete stock lists available quarterly or as requested
Write — phone — or wire

Midland Reclamation Company
5841 Hamilton Avenue, St. Louis, Missouri 63136 • Area code 314 — EV 3-6200

Advertisers' Index

Alco Products, Inc. 10
Alger-Sullivan Company 9
Aluminum Company 76
Atlantic Coast Line Railroad 23
Bruce Company, Inc., E. L. 25
Buck Equipment Company 71
Clevite Corporation, Cleveland Graphite Bronze Division .. 4
Electro-Motive Division, General Motors Corporation 14-15
Evans Products Company 60-61
Freightmaster, A Division of Halliburton Company 6
Fruehauf Trailer Division, Fruehauf Corporation 20-21
General Electric Company 75
General Railway Signal Company 13
Great Dane Trailers, Inc. 51
Green Bay and Western Railroad Company 72
Hydra-Cushion Division, Evans Products Company 18-19
International Stanley Corporation 53
Kansas City Southern Lines 26
Lehigh and Hudson River Railway Company 69
Landreth Industries, Inc. 33-38
Marquardt Corporation 65
Midland Reclamation Company 84
Mobil Oil Company 78-79
National Castings Company IFC-3
Norfolk & Western Railway 55
Page & Page Company 68
Pittsburgh Plate Glass Company 27
Reynolds Metals Company 46-47
Railway Maintenance Corporation 73
St. Louis-San Francisco Railway Company 16
Scullin Steel Company ..... BC
Seaboard Air Line Railroad 59
Sherman House 72
Southern Pacific Company 83
Speno Railroad Ballast Cleaning Company, Frank 67
Stromberg-Carlson, A Division of General Dynamics 58
Timken Roller Bearing Company, The 31
Trailmobile Division, Pullman, Inc. 80
Union Pacific Railroad 62
United States Steel Corporation 56-57
Vapor Corporation ..... IBC
Wabash Railroad Company 70

CLASSIFIED ADVERTISEMENTS

SECOND HAND CAR REPAIR PARTS
Conforming to AAR Specifications
All types of freight cars rebuilt, or
cars suitable for interplant use as is.
Car Leasing—Relaying Rails
J. Robert Whalen, Car Parts Manager
Arnold J. Karol, Vice President
MARFAX STEEL AND RAILWAY EQUIPMENT CO.
139th Street and South Western Avenue, Blue Island, Illinois
P. O. Box 236 Phone: 312-264-1420

Faster From Foster
Nation's Largest Warehouse Stocks
RAIL AND TRACK MATERIAL
PIPE, VALVES, FITTINGS
L. B. FOSTER CO.
Pittsburgh 30 · New York 7 · Chicago 1
Houston 2 · Los Angeles 5 · Atlanta 8
Cleveland 35 · San Francisco 11

85# — 90# — 100#
RELAYING RAIL WITH ANGLE BARS
For Sale
ERMAN-HOWELL DIVISION
LURIA STEEL & TRADING CORPORATION
332 South Michigan Avenue
Chicago, Illinois 60604
Phone area code 312, 939-0500

POSITION OPEN
Bridge Engineer for Midwestern Railroad. Design, Maintenance, and Construction experience in Railroad Bridges and Structures required. Send full resume and salary requirement. Replies confidential.
Box #5, RAILWAY AGE
22 West Madison Street
Chicago, Illinois 60602

REPRINTS

Reprints of articles appearing in this issue are available in minimum quantities of 250. For information on prices, write to George Johnson, Railway Age, 30 Church Street, New York 7, N.Y. 10007.

Advertising Sales Department

New York, N. Y. 10007,
30 Church St., WOrth 4-3060
Duane C. Salisbury—executive vice president; director of sales
J. S. Vreeland—vice president; sales manager
W. A. Cubbage—district manager
Elliot A. Barrows—district manager

Chicago, Ill. 60602,
22 W. Madison St.,
RAndolph 6-0794
J. R. Thompson—vice president;
K. F. Sheeran—regional vice president;
Walt W. Hutchinson—district manager

Cleveland, Ohio 44115,
1501 Euclid Ave.,
MAin 1-4455
H. H. Melville—vice president;
C. J. Fisher—district manager

Pittsburgh, Pa. 15219, Suite 203,
Carlton House
GRant 1-8186
C. J. Fisher—regional vice president

Atlanta, Ga. 30309,
22 Eighth St., N. E.,
TRinity 2-6720—J. S. Crane

Dallas, Tex. 75219,
3915 Lemmon Ave.,
LAkeside 1-2322
Joseph Sanders

Los Angeles, Cal. 90017,
1336 Wilshire Blvd.
HUbbard 3-8414
Fred Klaner, Jr.

San Francisco, Cal. 94111,
916 Kearny St.
GArfield 1-7004
Lewis Vogler & Co.

London S. W. 1, England
TRAfalgar 6318
67/68 Jermyn St., St. James's
Max F. Holsinger, Ian Goulden;
A. T. Chapman-Purchas;
John Thornton

Paris, 16e., France
46 Boulevard Exelmans
Michel Lemaire

Dusseldorf, Germany
Huttenstrasse 17
Max F. Holsinger;
Dr. D. Heimann; E. Hillerbrand;
Herbert Haibt

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkats Bldg.
13, Shiba Park
Minato-Ku
C. H. Yiu, Managing Director
Telephone: 501-8927

What kind of intervention?

It's government's duty to step in when the public welfare is endangered—but are its emergency methods an adequate solution?

Some people—including many conservatives—believe that federal government should not intervene to require peaceful settlement of disputes between the railway unions and railway managements. Such an attitude is like advising a couple against matrimony when they have already been married for several years and have a family of children.

The federal government has been deeply involved in management-union relations on the railways for at least a half-century. There is no longer any question as to the advisability of this involvement, but only that of seeing to it that the part government plays is effective in furthering the cause of justice and peace.

The nation's economic health and military safety require continuity of railroad service. Of that there can be no question. The federal government has the same obligation to prevent cessation of railroad service that it does to repel an invasion by the troops of a foreign enemy. In fulfilling this obligation, government must, of course, also deal justly with both the unions and the employers.

But where does justice lie as between the contending parties in the railway working rules dispute? In 1960, the unions proposed (and the railroads agreed) that there be an impartial public study of railroad working rules and union demands for increased "fringe" benefits. Accordingly, a Presidential commission was set up with five representatives of the unions, five of railroad managements and five representing the public.

After 13 months of study, this commission reported—finding that many railroad working rules were outdated and should be revised, but with generous provision for employees adversely affected by the changes. The railroads accepted this report. The unions rejected it.

After months of unsuccessful negotiations, the National Mediation Board offered to arbitrate the dispute. The railroads agreed. The unions refused. The unions attacked in the courts the railroads' right to change the working rules. This attack failed. In April 1963, President Kennedy appointed an emergency board of three distinguished citizens to study and report on the controversy. The railroads accepted the findings of this board. The unions refused. President Kennedy next proposed that Supreme Court Justice Goldberg (a former union lawyer) arbitrate the dispute. Again the railroads agreed but not the unions. President Kennedy then suggested that the dispute be turned over to the Interstate Commerce Commission for settlement, but once more the unions turned their thumbs down.

Confronted with the threat of a nationwide railroad strike, Congress, in August 1963, enacted a law submitting major portions of the points at issue to arbitration by a board on which public members were predominant. The board reported in November 1963, and the unions challenged its award in the courts. Meantime no progress was made in negotiating questions at issue which were not included in the arbitration award.

A clandestine strike call of Illinois Central employees on April 8 precipitated a show-down on a nationwide walk-out set for April 10—which was postponed at the last minute only by the intervention of President Johnson.

It is thus quite evident that any question as to the federal government being involved as a third party in union-management disputes on the railroads is quite academic. The federal government is inextricably involved. The only practical question remaining is whether it will use its power to promote industrial peace and justice, or whether it will bobble the job and falter in its obligation.

Collective bargaining isn't sacred

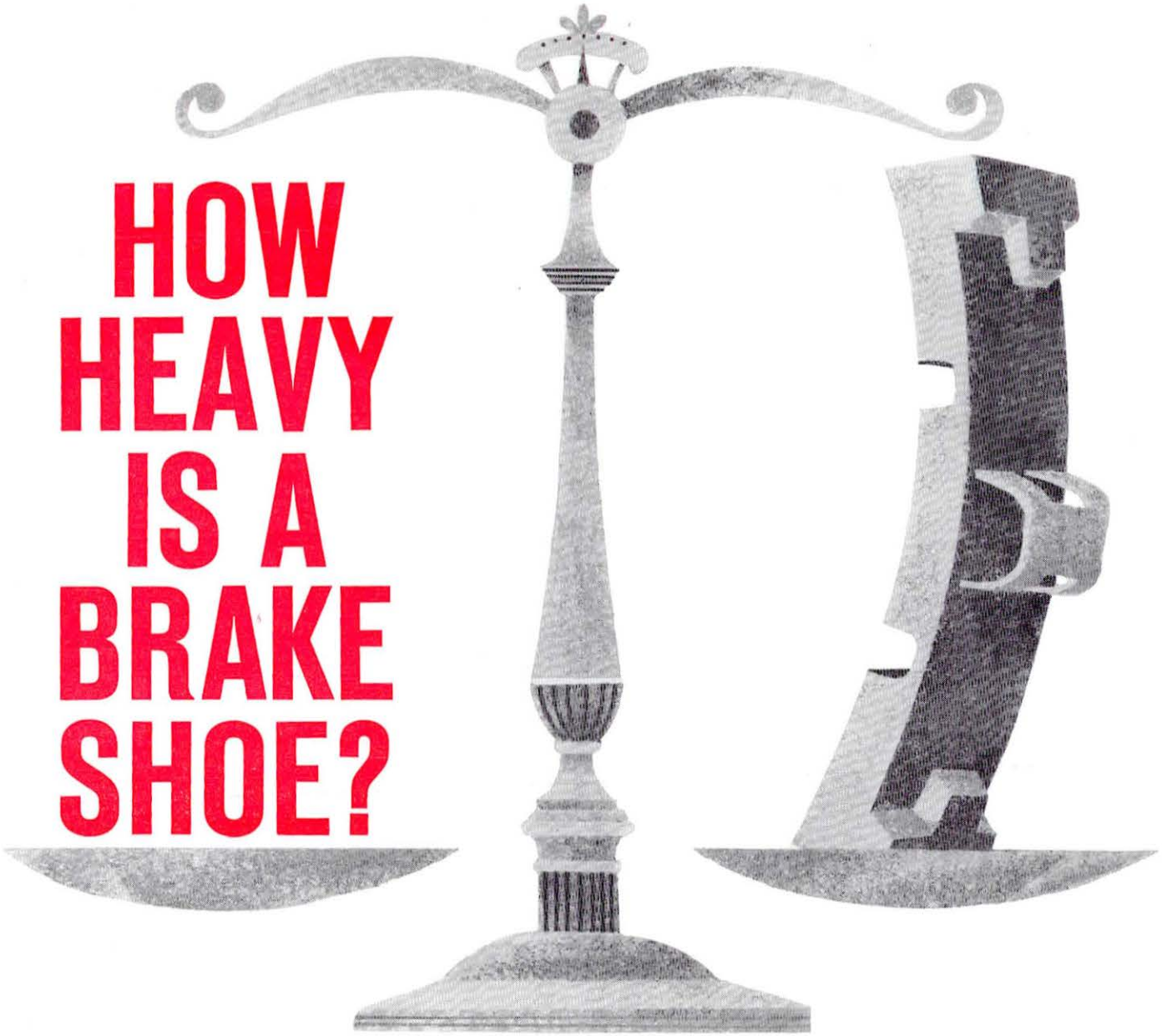
It is more than a little mysterious—the blind faith so many people have in the alleged virtues of collective bargaining. It is, of course, a fine thing if any two potential litigants can get together and settle their differences peaceably, out of court. But if (for instance) a railroad should get into a dispute over freight charges with a utility company, and should shut off the utility's fuel supply—who would for a moment defend the railroad in taking such high-handed direct action?

Certainly, the public would not be expected to tolerate the shut-down of electric service while a railroad and a utility company quarreled over freight charges. It is the purpose of commissions and courts to allow business to continue without interruption while disputes are arbitrated.

Assuring domestic tranquility—while safeguarding justice—is a primary function of government. There is no discernible reason why it should not be called upon to exercise this function in union-management controversies—especially in industries (such as transportation and utilities) where uninterrupted service is vital to the public welfare.

All of us can be grateful that, in the recent crisis, President Johnson's intervention proved to be successful. But why leave these important issues to hit-or-miss handling, on a crisis basis, by extra-legal methods? Why not turn the job over to courts (or commissions), as is done with all other civil disputes?

HOW HEAVY IS A BRAKE SHOE?



The ALERTOR dead man control quietly and surely protects and assures you that the engineer is always fully alert to the safety of his locomotive, his train and himself.

The ALERTOR is the only dead man control that cannot be put out of operation by a brake shoe or a wedge or by **any** outside action.

The *best* engineer doesn't need the ALERTOR unless his faculties become overburdened or fail.

The *average* engineer welcomes the ALERTOR because it stands guard over his actions and protects against any failures or malfunctions.

The *least effective* engineer cannot cause failure because the ALERTOR just won't let him fail his responsibilities.

VAPOR ALERTOR* **ELECTRONIC ALERTNESS CONTROL**

the dead man control

VAPOR®

For full information write:

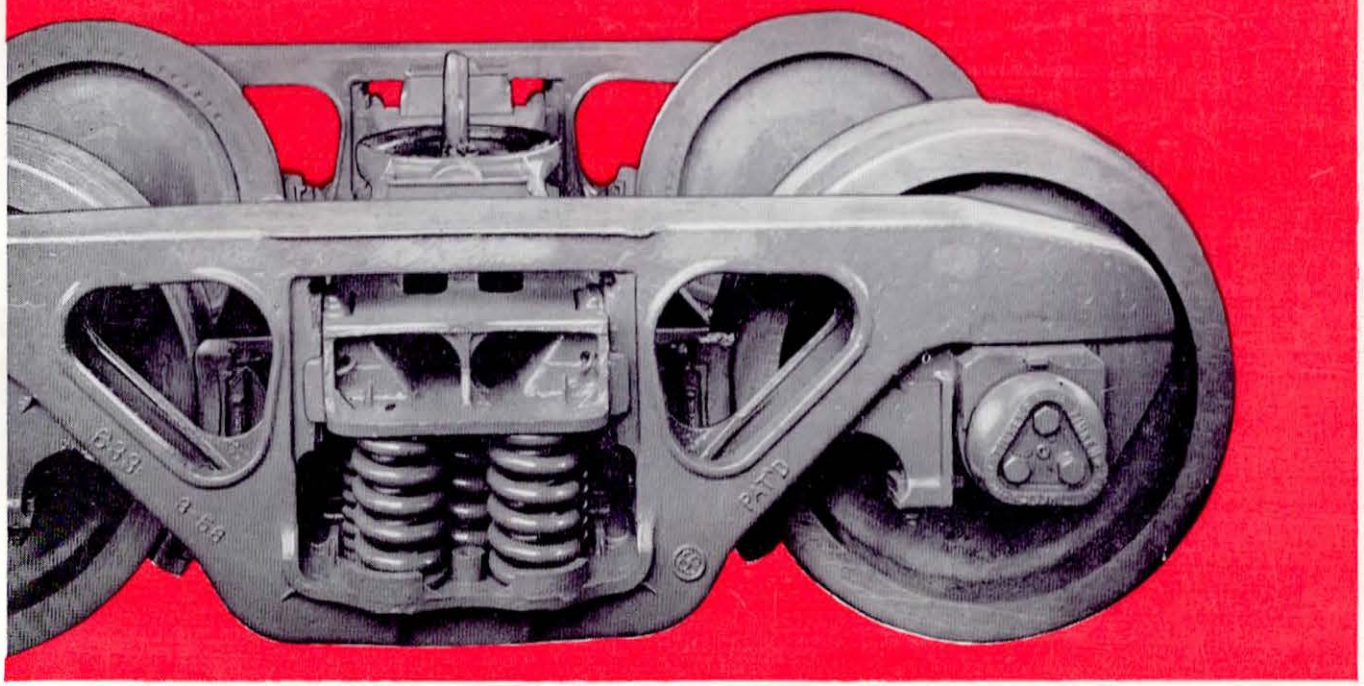
VAPOR CORPORATION

Railway Exchange Building Chicago, Illinois 60604

Offices in Principal Cities

* T.M.

STAMINA



IS BUILT INTO EVERY SCULLIN CASTING

Inherent in every Scullin Steel freight car casting is the **stamina** that stands up under the rugged shocks of modern freight car operation. Scullin design and engineering assures proper distribution of metal where it is needed most to meet strains and stresses. The result is longer life, minimum maintenance, and years and years of trouble-free operation.

For **your** new or rebuilt freight cars, specify Scullin for Truck Side Frames and Bolsters, Coupler Yokes and Center Sill Castings.

SCULLIN STEEL CO.

Division of Universal Marion Corporation
6700 Manchester Avenue . . . St. Louis 10, Missouri

SALES OFFICES: Chicago 4, Illinois - 332 S. Michigan Ave. • New York 17, N. Y. - 420 Lexington Ave.
REPRESENTATIVES: Baltimore 2, Maryland - N. S. Kenney Co. - 1815 Munsey Bldg.
Richmond 30, Virginia - Samuel P. Goodloe - 3600 W. Broad St.
San Francisco 24, Calif. - J. C. Fennelly Co. - 1485 Bayshore Blvd.

MEMBER